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CROCKERY AND GLASS Journal

Vol. 82. No. 1

July 1, 1915

FRANCE DEPOSE C. AHRENFELDT LIMOGES

Open Stock Service

... IN ...

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

All these patterns are being RAPIDLY placed.

If you wish to secure control of one or more for your city, write IMMEDIATELY for colored illustrations or samples.

Herman C. Kupper,

Importer,

52 Murray Street, New York.

Schierholz



9953 STAND.
Protected by U. S. Patents
No. 1,003,699 and
No. 1,009,022.

COLONIAL GLASS-COLLAR LAMP.

OUR latest addition to our large line of lamps is the 9953 Colonial Design, made in nine sizes. Our one-piece glass-collar lamps are the safest lamps on the market to-day.

The collar will not come off, as the old style, and liable to cause an explosion, but are absolutely safe.

We have another new pattern just as attractive—9951, made in all sizes

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

GUERIN & CO.,

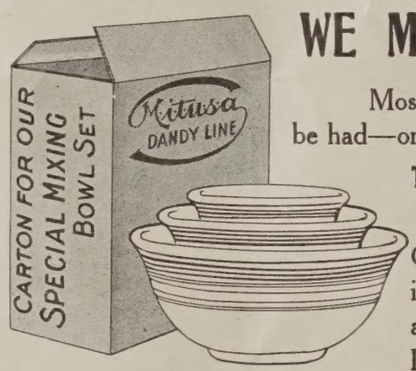
Trade Mark W.G. & Co. of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

See Our New Goods in Our New Showrooms,

43 to 47 West Twenty-third St.,

NEW YORK CITY.



WE MAKE 'EM!

Most popular special to be had—one carton of

THREE "DANDY-LINE" BOWLS.

Other sizes 4 to 16 in. We also make a full line of YELLOW WARE of fine quality.

See our new lines of Fancy Blended

Jardinieres, Pedestals, etc.,

including the new "GREENTONE" BASKET WEAVE. It's equally as popular as our "Woodland."

Many new novelties in
THE LINES THAT SELL.
Ask your jobber, or write us.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

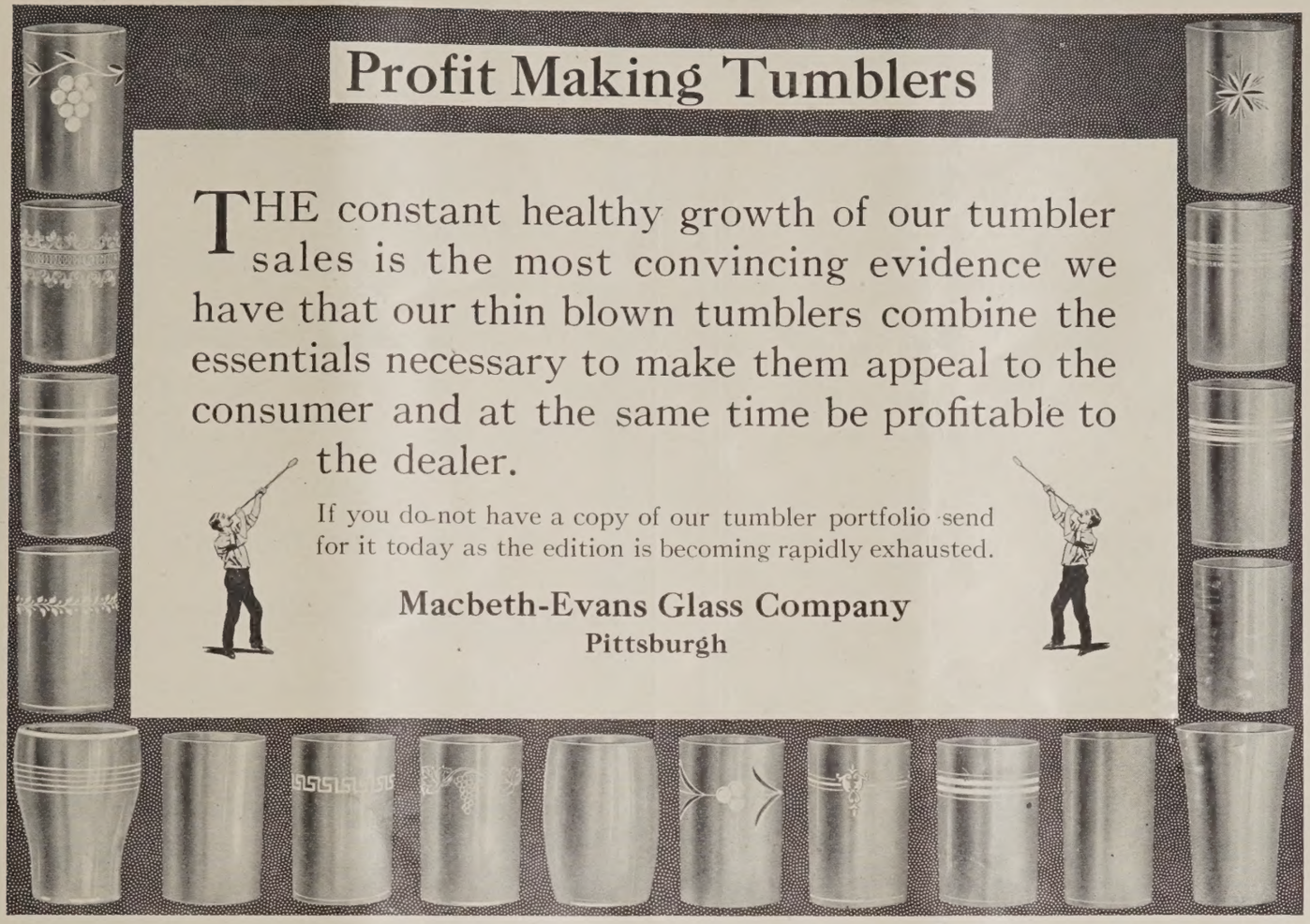
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Profit Making Tumblers

THE constant healthy growth of our tumbler sales is the most convincing evidence we have that our thin blown tumblers combine the essentials necessary to make them appeal to the consumer and at the same time be profitable to the dealer.

If you do not have a copy of our tumbler portfolio send for it today as the edition is becoming rapidly exhausted.

Macbeth-Evans Glass Company
Pittsburgh



Bergen Rich Cut Glass



No. 1187. "Alpha." 18 in. high.
Combination cutting that is very popular.

Sterling Silver-Deposit Ware,

LOOK FOR BERGEN

CUT BERGEN TRADE MARK GLASS

TRADE MARK.

Plateaux and Brass Novelties,

Send for copy of Our New No. 51 Catalogue.

MANUFACTURED BY

The J. D. Bergen Co.,

Main Office and Factory:

Meriden, Conn.

New York Salesroom:
50 Park Place.
'Phone, Barclay 6967.

Chicago Salesrooms:
10 So. Wabash Ave.

823706

HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

Thos. G. Jones, 71-73 Murray St., New York.
Geo. A. Granville, 144 Congress St., Boston.
Peacock & Roop, 1007 Filbert St., Philadelphia.
E. W. Newton, 706 Kesner Bldg, Chicago.
F. H. Young, 325 Locust St., St. Louis, Mo.
J. M. Allen, 318 Mack Block, Denver.

THE VAN GLECKLAND PORTABLE GAS LAMP.

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic in design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide.

Write us for detailed description; also our comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

A. GREDELUE.



Glassware
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

Plain marks, but no scratches

That's what you want in a china or glass marker.

And that's what you get in the Blaisdell!



Blaisdell China Marking Pencils are "the best ever" for marking plain, easily erased marks on china, glass, smooth stone, or any highly polished surface. China decorators, French ivory and jeweler's engravers like the Blaisdell. Colors are deep and rich. No scratching. Marks are burned completely away in finest china.

Great for price-marking art objects of ivory, brass, gold, etc., etc. Also for coloring advertising placards, price tags, etc. Use them for writing notices on your windows and for decorating artistic window cards which you can change daily.

You will find these pencils invaluable for many different kinds of work.

Order some Blaisdells NOW!

BLAISDELL CHINA MARKING PENCILS:

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as **No. 173. The price of 163 is $1.20 per dozen; $12 per gross.**

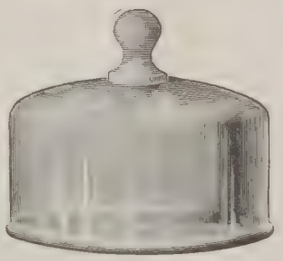
Order by number from your jobber or stationer.

Blaisdell Paper Pencil Company
PHILADELPHIA

SUMMER!

DUST AND FLY TIME REQUIRES COVERS.

GILLINDER'S ARE MADE OF CLEAR LEAD GLASS.



All sizes. Special covers to order. Ask for prices.

GILLINDER & SONS, Inc.,

NEW YORK SHOWROOM,
19 MADISON AVE.

TACONY, PHILADELPHIA, PA.

La Porcelaine Théodore Haviland

Limoges

FRANCE

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 1, 1915.

THE CONDITION OF BUSINESS.

New York

Business is about as quiet as it is possible to conceive. No one is stocking up at this season of the year, and the orders that have come in the past week have been neither large nor numerous. All the salesmen are at home, or will be by Saturday night, with the exception of a few who are so far away from the city that they can not get home in time for the holiday.

Both potteries and glass factories have had a little spurt since our last issue, as buyers knew that they were to close down for the usual season of repairs. Some of the glass factories have been refusing orders for immediate delivery in consequence, and those who were tardy in placing orders will have to suffer.

Retail trade is quiet. The metropolitan dealers are not worrying, however, as the majority of them expect their customers to be out of the city the best part of the summer. But what is their loss is a gain to the country dealer. We are getting better reports from seaside and mountain resorts than we did a week ago, and although the season is late, the indications are for at least a fair businesss. Regular dealers in the smaller towns are not complaining very much, all things considered, and, as usual, are doing a better business in proportion than those in the larger places.

The spirit of optimism noticed for the last couple of weeks is getting stronger. There is a better feeling all through the trade, and it is believed that there will be considerable business during July and August and by the middle of September a big rush. This feeling is not confined to the crockery and glass trades, but is prevalent in almost every branch of business.

There is unquestionably a better tone all over the country. People are settling down to the belief that the European war is not going to end immediately and are getting back to a more normal condition. The immense amount of money being poured into the country through the purchase of war supplies is beginning to be circulated. These orders have been the means of giving employment to a great army of workers, whose increased purchasing power is already being felt. And as more men are employed more money will be put in circulation. Then, too, our great harvests must be garnered, and this will require another army of laborers. Skilled men are in active demand in very many industries outside of crockery and glass. Here, unfortunately, there has not been enough trade to keep them all as busy as they might be; but it is confidently expected that every man who knows anything about making crockery and glassware will have an opportunity to get steady work next fall.

Some weeks ago it was predicted that the balance of trade in favor of the United States would reach the billion-dollar mark by the first of July. That figure was nearly reached more than a week ago, and this country, which for so many years has been a debtor, is now a creditor to the world, and for the first time in the history of the country United States gold is at a premium in Europe.

East Liverpool and Vicinity

Some slight improvement in the domestic pottery business was reported in this district Sales managers declare that buyers are ordering just a little more freely, but that the general demand is yet below normal. The summer loaf period will start Saturday, and as a rule the plants will be inactive for about three weeks. Some buyers who have been in the market of late have been guarded in the amount of money they spent, ordering only lines that were required for stocks.

Pittsburgh and Vicinity

Glass manufacturers as a unit, so far as this district is concerned report general business as just a little spotty. There is no denying the fact, however, that during the last thirty days business has shown a general improvement. Blown ware orders continue good, generally speaking, and the seasonable lines are in more or less heavy demand. As the factories which employ union labor will close Saturday for a fortnight, a number of firms have been urging shipments. Stocks in warehouses are not excessive. During the past season, the bulk of the orders have been made up after receipt of specifications.

ASK RELIEF FROM EMBARGO.

A DELEGATION from New York and Philadelphia, representing more than a thousand firms of importers in all parts of the United States, met Secretary Lansing at the State Department last Friday, to present a petition, addressed to President Wilson, for action to enable them to obtain the shipment to this conntry of large amounts of merchandise affected by the blockade by Great Britain of German and Austrian ports. The movement against the detention of goods, ordered in many cases before the war began, and for which the importers are financially obligated, is nation wide.

After the conference the delegation of importers said in part: "The importers of the United States, represented by a committee of merchants, met Secretary Lansing by appointment shortly after 11 o'clock in the morning. Mr. Lee Kohns, of L. Straus & Sons, New York, acted as Chairman, and presented the members of the delegation to the Secretary, after which he outlined the commercial conditions that prevailed throughout this country, and asked that the President and Secretary of State would secure to them their constitutional and international rights, under which they demand the undisputed right to import into the United States non-contraband merchandise from neutral ports, irrespective of its origin, without restrictions of any kind."

Among the members of the delegation were: Lee Kohns, of L. Straus & Sons, M. B. Schmidt, of B. Illfelder & Co., E. Strobel, of Strobel & Wilkens, A. W. Walters, of Butler Brothers, Henry Samstag, of Samstag & Hilder Brothers and A. W. Reinecke.

Mr. Kohns concisely stated the grievances of the importers. He outlined the extent and condition of the importing trade throughout the country and made a clear statement of the injury inflicted on a vast number of lines of business, in which many millions of capital had been invested and which at this time were practically brought to a standstill in all forms of merchandise supplied from the belligerent countries of the Continent. The fact that the forwarding of goods contracted for many months ago, payment for which was expected by foreign firms, would inflict great damage on American business men and that cargoes of such goods were in no sense contraband or under any valid suspicion, was asserted, and the request made that the Government protect American merchants in their undisputed constitutional and international right to import into the United States non-contraband merchandise from neutral ports, irrespective of its origin, without restrictions of any kind.

By questions Mr. Lansing brought out many phases of the situation and showed that he had given the general subject much study.

FRANK A. McGOWAN DEAD.

On Sunday last Frank A. McGowan died at St. Mary's Hospital, Hoboken, of anemic coma.

Last week a man was picked up in the streets of Hoboken after he had "panhandled" a dime from a policeman, and then collapsed and taken to police headquarters. He was finally identified as Frank A. McGowan, who in 1887 was Mayor of Trenton and once spoken of as a possible candidate for the Governorship, and was reputed to be worth $5,000.000. He cut a wide swarth at one time and his name was on everybody's lips. Mr. McGowan dropped out of sight for a while after his Mayorality and in the early 90's again appeared on the scene, creating some excitement in his endeavor to get back into politics. He has not been heard from for many years until now.

Not only was he a power in State and city politics, but he figured largely as a business man. He was interested in the rubber and the pottery industry and his business projects were large and successful. In 1894 began the series of events that led to his downfall. He met Helen Edith Barnes, the wife of the Superintendent of one of his pottery mills, and became infatuated. His wife left him. Divorce actions followed in the two families, but were unsuccessful. For a long time the beautiful home he had built in Trenton was vacant. From that time his struggle against adverse conditions was carried on with less and less success, until finally he was supposed to have nothing of his once great fortune left.

It has been understood generally in Trenton that Donald McGowan, who is connected with the Pennsylvania Railroad freight department there, has been caring for his father for some time. It is said that Mrs. McGowan has made her livelihood as a typist in the State House at Trenton.

THE METROPOLITAN MARKET

Guerin & Co. have their New York office in apple pie order, and the display is very impressive. Looking from the Twenty-third street side north over an area of nearly two hundred feet by fifty feet, table after table of their pretty goods may be seen, and everyone pronounces it a remarkable display. The arrangement of the ware is admirable. In the front row are the fine dinnerware sets from the Wm. Guerin works. To the ieft are the service plates and on the right, a little way down, is the white ware. Then comes the Pouyat display with its graceful shapes and handsome colorings. A little further on to the left is the white ware for decorating. The offices in the front are commodious with plenty of light and air.

Not satisfied with the elegance already observable in their new showrooms the Pairpoint Corporation are replacing some of their tables with new ones in solid mahogany. Two large round ones will be installed in the front and one midway down the room. A round green mat of the same texture as the carpet will be under this table, and in the rear the whole space back of the jog will have new tables which will hold the new samples soon to come.

Franz Euler & Co., importers of glass and notions, have leased the premises at 73 Warren street for a term of years.

J. Duncan Dithridge, representative of the Bryce Bros. Co.'s line of glassware, is this week removing to his new uptown salesroom at 240 Fifth Avenue, between Twenty-seventh and Twenty-eighth streets. Workmen are busily engaged putting the final touches on the new quarters, and Mr. Dithridge expects to have everything in apple pie order within a short time.

The announcement comes this week from the office of Henry Benedikt, the well known representative of domestic potteries, that when the trade visits his salesroom they will find an additional line of dinnerware awaiting their approval. This is the George Bros. Pottery Co.'s, Kittanning, Pa. line, which Mr. Benedikt has just secured for the Metropolitan District and which he expects to have on display within the next week. Mr. Benedikt also announces that the Canonsburg Pottery Co., which he represents in this market, has appointed him agent of the line for the New England States, and it is his intention to have a complete display of their ware made permanently in Boston for the convenience of the dealers in this section.

Harry S. Mirrielees showed taste in fitting up the New York warerooms of Manning-Bowman & Co., and it has been cited as a model of elegance. Still there was one thing lacking. That has been supplied in that he has put down a large rug in mahogany red which matches the fittings and completes the room.

A new importation of popular-priced Eso china vases is attracting more than ordinary attention in the stock department of Takito-Ogawa & Co. The designs are particularly good, being quite different from what is usually seen in this class of goods. The decorations are all hand-painted and are deserving of praise for their excellent execution and the tastefulness in coloring. Scenic and floral patterns are shown in an array of styles.

The Central Glass Works have just sent A. P. Doctor an assortment of exceedingly dainty bud vases, which reflect great credit upon the concern's designers. Three straight floral sprays are shown, the other floral design encircling the vase from the base up. A pretty effect is given by a fluted cutting which extends about two inches from the base. The quality and fine finish are in keeping with the high standard set by the concern.

The latest items in cut glass to be seen at the salesroom of the J. D. Bergen Co are several original shapes in vases quite different from what is ordinarily seen. These are shown in the new popular-priced "A Bud" pattern. Other items have also been added to the "Alpha" line—an attractively combined floral and mitre cutting that has maintained its place as one of the concern's best sellers even since it was introduced.

AT CHICAGO.

BUSINESS has been a little better in the china and glassware trade here during the past week, following the settlement of the strike on the street and elevated railway systems, and the return of conditions to something like a normal state. The usual number of orders are being placed by the buyers for the large department stores, and manufacturers' representatives feel very well pleased over the general situation.

* *

F. T. Renshaw, manager of the Chicago branch of the United States Glass Co., reports a very good business for the past two weeks, especially in seasonable articles. The ware the company sell to the soda water trade has been in very brisk demand, and repeat orders are beginning to arrive at this early stage. The recently patented glass with the bent edge, which is almost impossible to break or check, is making a great hit.

* *

Nothing further has transpired in the case of the lighting fixture men of this city who were indicted on a charge of maintaining a price agreement in restraint of trade in violation of the Sherman Anti-Trust Law.

* *

Ira A. Jones & Co. are meeting with great success in some of the new bowls for semi-indirect lighting which have been received from Gill & Co., of Philadelphia.

* *

Henry Fox, representing the line of the Mohawk Clay Products Co., Perrysville, O., is completely recovered from the illness which attacked him last winter, and is able to give a great deal more time to his work than he formerly could.

* *

Kelly & Reasner report a very good week. The company has a particularly fine stock of lighting glass on hand at present, and many orders are being booked in this department.

* *

Walter S. Redfield, representing the line of A. H. Heisey & Co., has returned from a brief trip to local points.

* *

Peter Rinken, manager of the china and glassware department of the Boston Store, is watching the progress of improvements on the property with a great deal of interest. In spite of the fact that the premises are greatly torn up owing to the addition of the new $1,500,000 annex the china and glassware department is doing a record business for the season.

* *

The china and glassware departments of several of the local department stores have been the "goat" in a cleverly worked swindle which the store detectives are trying to work out. The swindle is worked by some accomplice within the building getting possession of the C. O. D. order list. Dummy packages are then delivered, containing a brick-bat or some other rubbish. The collection is made and the crook is far away by the time the fraud is discovered.

* *

"Market week" is to be held here the first week in August—August 1st to 7th, and the china and glass



SALESMEN OF R. E. TONGUE & BROS., PHILADELPHIA, PA.

trades are very strong for the plan. The purpose is to induce buyers in other cities to come here to do their buying this fall. Special inducements in the way of price are to be made. A parade is to be held, in which the the department stores and other large downtown concerns will take a leading part.

* *

China and glassware factory representatives are wide awake to the opportunities in connection with the summer furniture show, which opens this week. Several thousand furniture buyers are expected to be in the city. Many of these are from large general stores which also handle china and glassware.

* *

The factory of the Chicago Cut Glass Co. is one of the busy spots in the city just at present. The plant is working at nearly full capacity, more than a hundred and twenty frames being in operation.

*

Oscar Johnson, president of the Carlson-Johnson Cut Glass Co., returned from a trip to the factory at Morris, Ill.

* *

George Spinney, representing the line of the Cambridge Cut Glass Co., has received some new samples which he is showing with a great deal of success.

OBITUARY.

MONTGOMERY B. COWPERTHWAIT, of the well known furniture concern in this city, died on June 25 at Yonkers in his seventy-sixth year. Besides furniture the firm dealt considerably in crockery and glass.

George C. Cushwa, aged sixty-eight years, father of Harry Cushwa, formerly advertising manager of the United States Glass Co., and now superintendent of the Glassport plant of this company, died at his home in Pittsburgh this week. Four sons and four daughters survive.

RECENT CUSTOMS DECISIONS.

THE Board of General Appraisers took adverse action on protests filed by S. & G. Gump & Co., San Francisco, dealing with the classification of bronze-mounted bon-bon boxes, bowls, and pots, composed of decorated china and bronze. The Collector returned the articles as decorative chinaware, and took duty at 55 per cent. The claim was for duty at 20 per cent as manufacturers of metal not specially provided for.

S. Stern complained that a large number of glass lamp shades were broken in transit to this country and that the Collector had made allowance for only three in assessing duty. It appeared that the three on which allowance was made were in a case examined by the Appraiser, the other nineteen cases making up the importation being sent direct to the importer's warehouse. The board reached the conclusion that allowance in duties should have been made on all the broken or worthless shades, the Collector being reversed.

TO SUE GREENHUT.

THE independent creditors, or those who oppose the reorganization of the J. B. Greenhut Co. on the twelve and a half cent basis, are planning to begin suit for the recovery of $2,400,000 on the ground that the calling of $900,000 loans by the Monmouth Securities was illegal as it amounted to a preferred payment within four months prior to the failure. It is further claimed that the payment of this money impaired the credit of the company and precipitated the failure. It is claimed that the Monmouth Co. was created for the benefit of Captain Greenhut and his family. There is much criticism, too, concerning the payment of the bank creditors as it is claimed that the merchandise creditors were not paid that the money might go to the depositors.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 12, '15	Corresponding period 1914	Exports Jan. 1 to June 12, '15	Corresponding period 1914
New York	313	78	4357	5301
Boston	112	106	2517	3409
Philadelphia	63	86	1574	1323
Baltimore	321	249	4116	4254
San Francisco	....	138	746	597
New Orleans	19	43	322	680
Portland, Me.	....	....	991	994
Galveston	....	37	....	231
Newport News.	....	....	54	67
Portland, Ore	....	....	55	....
Inland Points	32	14	298	131
Total	860	751	15030	16987

From David Inglis & Co.'s Circular

TO	Shipments month end'g June 12, '15	Corresponding period 1914	Exports Jan. 1st to June 12, '15	Corresponding period 1914
Boston	112	106	2517	3222
New York	313	78	4357	4478
Baltimore	321	249	4116	4254
Philadelphia	63	86	1586	1302
New Orleans	19	43	322	604
Newport News.	....	....	54	49
San Francisco	....	138	776	557
Portland, Me.	....	....	991	991
Galveston.	....	37	....	231
Portland, Ore.	....	....	55	....
Inland Points.	32	....	277	263
Total.	860	737	15051	15951



C. P. Day, Gilbert Pitcairn, J. Meredith Miller, Geo. Lobsitz.

Geo. Lobsitz.

E. H. Peck, E. J. Boote, E. A. McCoy, W. S. Pitcairn, J. Duncan Dithridge.

THE GOLF GAME.

WITH a larger attendance than at any time last year, the Pottery, Glass and Brass Golf Association held their first game of a series arranged for the season at the Bultusrol Golf Club, Short Hills, N. J., on Thursday of last week.

The weather was of the kind that the golfer dreams about—an almost cloudless sky with a delightfully refreshing mild breeze blowing continually throughout the day, creating an atmosphere that could not have been improved upon if it had been made to order, and with such admirable hosts as John J. Miller, "Billy" Pitcairn and L. S. Hinman, there was nothing left to be desired in the way of perfect hospitality.

The Baltusrol Golf Club, which nature has so generously endowed with beautiful surroundings and with its celebrated course, was a wise selection to start the season's tournaments for every one who has ever enjoyed the pleasure of being there is always glad to return.

Many of the golfers motored out in their cars while others came by train, but all managed to arrive bright and early, with the result that the first foursome composed of John J. Miller, H. D. McFaddin, L. S. Hinman and L. S. Owen, was on the links by 9:30; immediately followed by another foursome made up of E. H. Peck, W. S. Pitcairn, E. J. Boote, and E. A. McCoy; then a twosome with E. F. Anderson and John Day; and another foursome with Gilbert Pitcairn, J. Meredith Miller, Geo. Lobsitz and C. P. Day, which was followed by a threesome with W. W. Magee, H. H. Wintringer and Horace Gray. The last foursome was composed of Geo. Hamilton, Arthur Bean, Jos. O'Gorman and Thos. Smallwood, getting away by 10 a.m.

The course is an especially tricky one, being full of traps to hamper the players. Ordinarily it is considered one of the hardest in this respect in this part of the country, but it is now even more so with the addition of several more traps that were recently added for the National Open Golf Championship Games that were played over the links. The scores indicate the difficulties most of the players experienced, the tenth, fifteenth and sixteenth holes being particularly hard ones even for those who are familiar with the course.

Tho first foursome finished the morning round by 12:45. As the others followed they made their way to one end of the spacious porch which is utilized as an open air dining room. Here a delightful luncheon was served after which the players started out on the afternoon round; the last foursome leaving at 3 p.m. which necessarily made it considerably after 6 p.m. before the game was finished. J. Duncan Dithridge, who was unable to join the players in the morning arrived in time for luncheon and played the afternoon round with them.

The gallery was represented by the veteran salesman Joseph Hurd and F. C. Demarest of the CROCKERY AND GLASS JOURNAL staff. Mr. Hurd had little use for the game when he first arrived, but his enthusiasm gradually grew during the day until it is probable that his name may be listed among the entrants in the future.



John J. Miller, J. Meredith Miller. Gilbert Pitcairn. W. W. Magee, H. H. Wintringer, H. C. Gray.

There was a tie for the cup offered by the Association for the best selected score for the day between J. Meredith Miller and L. S. Owen, both scratch men with net scores of 88. This resulted in fixing a date next week when the trophy will be played for on the Baltusrol links by Messrs. Miller and Owen, consequently the real winner cannot be announced until later.

L. S. Hinman carried off the honors as well as a handsome cup with a low net score of 191, J. Meridith Miller being the runner up with a score of 196.

RANDOM SHOTS.

One of the foursome that particularly distinguished themselves for their high scores confided in the reporter for the journal that it was not the course so much as the brilliant hued tie worn by one of its members. It was blinding to any one who happened to glance in his direction, consequently with impaired eyesight it was impossible to play up to ones usual standard.

One of the humorous things about golf is the varied apologies and excuses that are given for a high score, there is one to fit every occasion. Guess that must be part of a golfer's education, and there is no doubt but what the members of the Pottery, Glass & Brass Golf Association have received a post-graduate course.

A thirsty member of the association called to one of his fellow players who was just emerging from the club house, to ask if there was anything on the ice. The answer came back, "Yes, the tongs."

MORNING ROUND.

	OUT									IN										gross	hdcp	net
Owen	5	5	5	6	5	5	8	6	5—50	6	6	5	4	6	6	6	6	5—50		100	0	100
McFaddin	6	6	4	7	6	6	6	6	4—51	6	7	5	4	6	5	6	4	6—49		100	0	100
Dithridge									—									—			0	
Miller, John J	5	5	5	7	5	7	6	7	7—54	4	4	5	5	5	6	9	4	5—47		101	0	101
Miller, J. M	7	6	4	8	7	5	7	6	4—54	5	5	3	5	5	6	7	6	5—47		101	0	101
Peck	7	6	3	9	6	6	8	6	4—55	5	5	4	4	8	6	7	6	5—50		105	0	105
Day, C. P	6	6	4	6	5	7	8	7	3—52	5	4	3	4	7	8	9	5	10—55		107	0	107
Day, J	9	6	5	9	6	6	7	9	5—62	5	6	5	3	6	8	9	6	5—53		115	8	107
Gray	7	7	5	10	6	5	9	8	4—61	6	8	7	3	5	8	7	9	9—62		123	0	123
Smallwood	6	6	4	10	7	8	11	8	6—66	8	5	7	6	7	7	12	7	6—65		131	15	116
Pitcairn, W. S	5	6	4	8	5	5	8	7	3—51	6	6	6	3	6	6	7	6	6—52		103	4	99
Hinman	7	6	4	6	5	6	9	8	7—58	6	7	5	5	6	6	9	5	5—54		112	12	100
Magee	5	6	4	8	6	8	9	5	4—55	5	5	5	5	5	9	8	8	6—56		111	14	97
Pitcairn, G	6	6	5	6	6	7	6	7	5—54	6	6	4	5	7	8	7	6	8—57		111	4	107
Bean	6	8	6	8	8	6	11	6	3—62	6	7	5	7	5	6	7	7	6—56		118	4	114
Anderson	7	9	5	12	8	7	10	10	6—74	7	9	8	8	8	10	11	7	6—74		148	30	118
Lobsitz	10	7	4	12	8	8	12	8	8—77	10	7	6	6	9	9	12	6	9—74		151	30	121
Hamilton	7	10	6	9	5	6	9	7	6—65	9	11	6	5	7	11	8	5	5—67		132	18	114
O'Gorman	7	10	7	14	5	8	8	12	6—77	10	10	6	4	10	9	15	9	10—83		160	30	130
McCoy	8	8	4	7	7	6	6	7	4—57	8	5	5	5	6	10	7	6	7—59		116	0	116
Boote, E. J	7	9	3	7	5	7	7	4	5—54	6	6	7	6	5	7	7	5	8—57		111	0	111
Wintringer	7	7	4	9	6	6	7	7	4—57	7	6	6	5	6	7	5	5	5—52		109	0	109

AFTERNOON ROUND.

	OUT									IN									gross	hdcp	net
Owen	6	8	3	8	4	6	8	6	4—53	3	5	5	4	3	6	9	8	4—47	100	0	100
McFaddin	5	6	3	8	4	6	7	6	4—49	5	4	5	5	5	9	8	5	4—50	99	0	99
Dithridge	7	7	4	7	5	6	7	7	4—54	7	6	6	5	6	8	8	5	6—57	111	0	111
Miller, John J	8	6	5	9	5	4	10	7	4—58	5	4	5	4	6	6	7	6	3—46	104	0	104
Miller, J. M	6	5	4	7	5	6	7	7	3—50	4	4	5	3	7	6	6	4	6—45	95	0	95
Peck	5	6	3	8	6	9	7	7	5—56	5	6	6	4	6	7	9	5	6—54	110	0	110
Day, C. P	6	6	4	9	5	5	10	5	5—55	6	9	3	4	4	6	8	4	6—50	105	0	105
Day, J	9	7	3	9	6	6	8	8	4—60	7	6	5	5	5	8	7	10	5—58	118	8	110
Gray	9	9	6	9	4	6	16	7	6—72	7	10	5	4	11	10	10	6	7—70	142	0	142
Smallwood	6	12	6	12	7	6	8	7	7—71	5	9	6	6	9	7	6	5	7—60	131	15	116
Pitcairn, W. S	7	7	4	8	6	8	8	8	3—59	5	4	5	5	6	6	7	5	5—48	107	4	103
Hinman	6	6	4	7	5	5	10	7	3—53	4	5	5	5	8	5	7	5	6—50	103	12	91
Magee	5	6	4	8	6	5	8	8	5—55	8	5	5	4	5	12	10	5	6—60	115	14	101
Pitcairn, G.	5	4	3	8	7	7	6	5	5—50	5	6	7	4	5	6	6	5	4—48	98	4	94
Bean	6	5	4	8	5	6	11	7	4—56	8	7	5	4	7	7	7	6	5—56	112	4	108
Anderson	13	7	5	10	10	8	10	7	4—74	6	8	8	6	8	8	10	6	7—67	141	30	111
Lobsitz	7	7	6	10	5	9	9	7	6—66	11	8	10	5	6	11	10	5	7—73	143	30	113
Hamilton	5	8	4	7	6	5	8	8	4—55	11	7	7	6	8	7	11	6	8—71	126	18	108
O'Gorman	8	7	5	11	7	9	9	10	5—71	7	8	6	8	8	7	10	x	x—		30	
McCoy	6	8	4	8	4	5	9	6	3—53	5	8	7	5	9	7	8	5	5—59	112	0	112
Boote, E. J	6	6	3	10	5	10	8	8	5—61	7	5	5	6	5	7	8	6	5—54	115	0	115
Wintringer	7	6	4	5	5	6	7	6	4—50	6	7	5	6	5	7	8	6	7—57	107	0	107

SELECTED SCORE.

Owen	88	Peck	98	Pitcairn, W. S	94	Lobsitz	106
McFaddin	89	Day, C. P	92	Hinman	91	Hamilton	99
Miller, John J	90	Day, J	100	Pitcairn, G	89	McCoy	100
Miller, J. M	88	Gray	114	Anderson	108	Boote, E. J	101
Smallwood	99					Wintringer	99

BOSTON BUSINESS NOTES.

MONDAY will see every business house in the trade closed with the men and their families largely in the country and at the seashore for the double-header holiday. Usually before a Fourthbuyers have not been plentiful but the wholesalers have found this week a particularly busy one in their hotel departments and the agency and commission houses have had all that they wanted to attend to with mail orders and visitors from nearby points. Retail business still keeps ahead of a year ago—much to the delight ot everyone.

Paul Phillips, who has been spending several weeks at his home in Zanesville, O., is due to arrive here early next week.

Joseph L. Pindar, of Chase & Francis, has gone to Jefferson, N. H., for his annual vacation and when he gets back some "whopper" fish stories will be in order.

On Monday the Shepard, Norwell Co. announced that its store will be closed every Saturday in July and August following the custom it established two years ago and despite the opposition of several of the big department stores.

Jordan, Marsh Co., R. H. Stearns & Co., C. F. Hovey Co. and Shepard, Norwell Co. kindly afforded opportunity for a number of prominent society women to hold a sale of articles in their stores this week, beginning Webnesday, to aid the relief work in Belguim.

Houghton & Dutton Co. announces a new system of profit-sharing which it is to inaugurate beginning on July 16, when the two stores of the company will discontinue giving legal stamps. The details of the scheme are to be announced next week.

John Shepard, Sr., formerly president of the Shepard, Norwell Co., who retired from active business several years ago, is visiting in Boston and is being greeted warmly by many old friends. Mr. Shepard has been spending most of his time in California, and, although he now is a man well along in years, he maintains his reputation for being one of the most active of Boston's prominent business men.

John Quincy Adams, of Laconia, N. H., was a welcome visitor to the trade this week, calling upon his many friends.

Fred Brine, who is well known to the trade from

having served as correspondent for this journal during the vacation of the regular representative, is to be married on July 10th to Miss Loie M. Denniston, of Clematis Brook. He has taken an apartment at 12 Arcadia Park, West Somerville.

OUTING OF MOGI, MOMONOI & CO.

THE annual outing of the Mogi, Momonoi & Co.'s employees will be held as usual on July 4th and the place selected the same as former years, Shark River, Belmar, N. J.

Luncheon will be served on the grounds. Of course there will be a ball game, boat race and lantern race, as well as several contests that will appeal to the ladies, and in the evening an old fashioned clam bake will be enjoyed at one of the hotels that is celebrated for preparing these feasts.

"AS SHE IS SPOKE."

WORDS are tricky, as a Wall Street stenographer recently discovered, to her sorrow. Her interpretation of three common words, containing only seven letters, nearly cost her her position.

Mr. Smith dictated an important lette closing a large deal. He signed it, enclosed it in a envelope and sealed it, but he did not wish it sent until other transactions pending were settled. He handed the letter to his stenographer, instructing her to hold it ready to mail whenever he told her, telephoned her or telegraphed her to do so.

She called his attention to it several times, and each time was ordered to hold it a little longer. Finally the document got on her nerves. One evening, ten days after she had assumed the responsibility her employer rushed through the outer office on his way home.

"Oh, Mr. Smith!" she called after him. "What shall I do with that letter?"

He paused a second in the doorway.

"Oh—let it go!" he answered, and hurried on for the 5:10 train.

With a sigh of relief at getting rid of it, she took the letter to the mail chute.

Just as it was about to slip from her fingers the words flashed through her mind. "Let it go!"

She sped back to the bookkeeper

"Say, John—if you asked somebody what to do about something, and they told you 'let it go!'—what would you do?"

"I wouldn't do anything—I'd just 'let it go.'"

"Well, do you mean you'd let it go—on; or you'd just not let it go?"

"If I felt that way about it," said the bookkeeper, "I'd forget it."

She appealed to the cashier, explaining the circumstances.

"Humph!" he meditated solemnly. "That's a sticker. 'Let it go' in that case might mean do it, and it might mean not do it. Did he seem positive or negative when he said it?"

"You heard him, Jimmy," she said, turning to the office boy; "what do you think?"

"I think he'll fire you if you don't guess right," was the consoling answer.

After many futile attempts to reach Mr. Smith by telephone, the stenographer put the letter back in her desk and went home to worry.

"Did you mail that letter?" he asked the first thing in the morning. "No? You mean to tell me you dared to hold it after I told you to let it go?"

Now, who was to blame—Mr. Smith, the stenographer, or the English language? And what would you have done under orders to "let it go"?

INFRINGING PATENTS ARE OFTEN VALID.

WE are constantly asked by patentees why the Patent Office gives them a patent which infringes another and earlier patent; and they believe that in giving them a patent under such conditions, for an invention which they find they cannot make, use and sell, the Patent Office has given them an invalid patent, or, as they generally put it, "a patent that is no good." They do not seem able to understand that their own patent may be good and valid even though it does infringe a previous patent, and they cannot either make, use or sell that for which the patent was granted them.

This matter would be clear if patentees understood the law under which patents are granted and the rights which are conferred upon them by the patent when granted.

The law requires that a patent shall be granted for a new and useful invention. Such an invention is patentable, even though it includes as a part something which is patented in a prior patent.

Now, one who obtains such a patent should know that he cannot make, use or sell it, provided the prior patent is still in force, without the consent of the owner of the prior patent, for his patent or the patented thing infringes such prior patent.

We believe that much of the confusion arises from the words of the patent grant which purports to confer upon the patentee "the exclusive right to make, use and vend" his invention.

This is not what the patent secures to him; but what is given him is the right to exclude all others from making, using or vending his patented invention. This right he may enforce by his patent, even though he cannot make, use and sell it himself.

So that it follows that his patent for a new and useful invention will be given him by the Patent Office, even though it does infringe a prior patent, and also his patent may be absolutely good and valid even though he cannot make, use or sell his own invention.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 1, 1915.

A PETITION has been circulated by the Crockery Board of Trade asking that Saturday, the third, be observed as a holiday as well as Monday. A large number of signatures were obatined. As Saturday is a half holiday anyway there is no good reason why the closing should not be general.

GIVE THE BUYER A FAIR CHANCE!

THE only way a department store can make its china department pay is to employ a buyer who knows his business, give him a decent salary, absolute authority, and time enough to develop his plans. That there are men competent to successfully manage such a department goes without saying; but they are not cheap men. The guiding principle on which the remuneration of a buyer should be based is on what he is able to earn. It is not to be supposed for a moment that a ten-thousand dollar man is to be hired to run a department that only does ten thousand dollars' worth of business, with no possible chance of making it a hundred thousand. But the establishment that is doing a hundred thousand dollars is possibly in a position to increase that amount, and it is folly to put a cheap man in to run it.

Too much should not be expected from the new manager all at once. The chances are that the old stock is not to his liking. His predecessor did not choose wisely, and he wants to clear out the "dead wood." He must therefore be allowed to buy enough goods to even up things so that he may move the 'o To put an embargo on his purchases because other departments are not doing well, and the store's business as a whole is not up to the mark, is foolish. Besides, it is interfering with his business. To give a man authority and then decline to permit him to run the department in his own way nullifies the entire proceeding.

PERSONAL.

FOR the first time in many years, William P. Graham, of Graham & Zenger, has been on a fishing excursion in the Catskills. He had unusual luck in the six days he was gone, landing sixteen pounds of brook trout in three days of his six. His largest catch measured twenty inches and weighed three and three-quarter pounds. The size is absolutely correct, as it was measured by one of those rules which the Rosenthal factory give as souvenirs, and the weight was determined by the scales on the fish. Really, though, the fish was one of the biggest ever taken in that district.

Louis W. Greeman, with Morimura Bros., is feeling very happy because his son Edward N. Greeman has won a prize scholarship at the Larchmont High School. He will enter New York University in the fall without further examinations.

R. Kondo, member of the staff connected with the New York office of Takito-Ogawa & Co., who has been in Japan visiting the concern's factories for some months past and incidentally getting married, taking as his bride a sister of J. Takito, of the firm, as announced in one of our recent issues, arrived in New York last Saturday accompanied by Mrs. Kondo. They visited the Exposition on their way home, which they were greatly impressed with. This is Mrs. Kondo's first visit to America.

Guy J. Jenkins, formerly well known here as a manufacturers' agent, who recently became sales-manager with the American Ring Co., Waterbury, Conn., as announced in our June 17 issue, takes the position with the company to especially develop the line of mounted goods made by this concern, which he had been selling and which will this fall be nationally advertised as "Kleverkraft Silver."

Harry S. Clark, with Graham & Zenger, left July 1 for a sojourn among the wilds of the Adirondacks, accompained by his family he will spend a month at Canada Lake, where he has spent his summer vacations for the past sixteen years. While there Mr. Clarke expects to follow his usual custom by going on a long fishing trip. With a professional guide as his sole

companion he does not see another human being during the whole trip.

⚜

Horace L. Bates, who for fifteen years has been with Geo. Borgfeldt & Co., traveling with samples of toys and dolls for import, is now with Morimura Bros. He will travel all the territory east of Denver. Mr. Bates is well posted, knows the territory and the buyers well, and is very popular with the trade.

⚜

Chas. Kraft, who is at the New York office of the Pittsburgh Lamp, Brass and Glass Co., after completing two week's visit to the New England States, says that he sees quite a decided improvement through his territory, in some sections there being quite a revival of building activity.

⚜

E. A. Gillinder, of E. A. Gillinder & Sons, Tacony, Philadelphia, Pa., was a visitor at the local salesroom of the concern for a couple of days last week talking over matters pertaining to future business with manager Frederick Morse.

⚜

Manager A. G. Lober, of the local office of the Royal Copenhagen Porcelain, and family attended the formal opening and reception given at the Banker's Club in the New Equitable Building on Tueseay evening. Mr. Lober secured the contract some time ago for supplying the complete dinner service for the club.

⚜

Howard Beatty, connected with the factory of E. A. Gillinder & Sons, who has been taking charge of the New York office during the illness of Frederick Morse, left for home on Saturday of last week.

⚜

Harry W. Deidrick, of the Diedrick Glass Co., spent Monday in town in conference with Alex. P. Doctor, his New York representative. He says the factory is working to full capacity.

⚜

J. H. Law, Nashville, N. C., is in New York for a month's stay. He is visiting frtends.

⚜

Congratulations are in order this week at 25 West Broadway, the reason being the announcement on Monday of the arrival of a fine seven and one-half pound baby girl at the home of T. W. King, office manager for J. J. Hines. Mr. King says she's the finest ever.

⚜

John Davison is spending his vacation at a home he has up in the Green Mountains. He will be gone until August 1.

⚜

H. Benedikt left for a few day's visit to Boston on Wednesday where he has gone to make arrangements for displaying the Canonsburg Pottery Co.'s line which he has just secured for the New England territory. Mr. Benedikt just returned from a visit to the various factories which he represents on Saturday, and was enthusiastic about the new items they are getting out for the fall trade.

⚜

Harry S. Mirrielees, New York representative of Manning-Bowman & Co., has taken his family to Cape Cod for the season. He usually takes the full month for a vacation, but this year, as he expects a big trade, will not be gone more than two weeks.

⚜

The sympathy of the trade are extended to Max Leve, of Ferdinand Bing & Co.'s Successors, who is bereaved by the death of his mother who passed away last week at a ripe old age.

⚜

Mrs. Emma Sebring, wife of Frank Sebring, pottery manufacturer in Sebring, O., was run down by an automobile in Cleveland on June 19. With her daughter Ruth, she had gone to Cleveland on a shopping trip in preparation of Miss Sebring's wedding to a Cleveland physician. Mrs. Sebring's left ankle was broken and she was taken to the West Side Hospital. The daughter escaped injury.

⚜

J. D. Dobbs, Southern representative of Geo. F. Bassett & Co.. is making his regular midsummer visit to New York. He thinks there will be a good trade in the fall

⚜

Charles S. Dennis, chairman of the Executive Committee of the Wholesalers in China and Glass, announces that his office in Chicago will be closed during July and August. Communications may be addressed to him care of Hotel Tourain, Boston.

⚜

E. L. Torbert, general manager of the Onondaga Pottery Co., Syracuse, N. Y., spent a short time in New York this week conferring with A. H. Ledden, local representative. The plant has been running full for a long time.

⚜

Leonard Stock, with Herman C. Kupper, left this week for a month's vacation at Lackawaxen, Pa. He will take his fishing tackle with him.

⚜

J. Lowden, of the Canadian Tumbler Co., Toronto, Canada, was a visitor to New York last week.

⚜

W. M. Friedlaender, of the firm of O. O. Friedlaender, who was one of the entrants with his yacht "Wanderer" in the annual Block Island, yacht races given under the auspices of the New York Yacht Club, which started last Saturday from Traver's Island, N. Y., encountered such a terrific storm on Sunday when

off Bridgeport, Conn., that he was forced to put in and abandon the rest of the trip. This was a keen disappointment to Mr. Friedlaender as he has had his eye on the handsome cup offered by the club for this race for several seasons.

⚜

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., is spending several days in New York this week, making his headquarters at the salesroom of his representatives, Cox & Lafferty. He leaves for home Friday night.

⚜

Other buyers in town were M. Atchison, for Almy Co., Montreal, Can.; C. R. Kenniff, for A. Hamburger & Sons, Los Angeles; J. B. Hartford and F. C. Smith, for Gilchrist & Co., Boston; J. H. Harris, for Kaufmann Dept. Stores Co., Boston, and W. Waldorf, for Hochschild, Kohn & Co., Baltimore.

SPORT'S COMMITTEE MEET.

CHAIRMAN Arthur Bean, of the Sport's Committee recently appointed to take charge of this important feature of the annual outing of the Pottery, Glass and Brass Salesmen's Association to be held at Karatsonyi's Hotel, Glenwood-on-the-Sound, on Saturday, July 31, started things moving last Friday when he assembled his forces at the offices of the Secretary of the Association to decide upon a program of athletic events and formulate other necessary plans.

It was unanimously agreed that the outing would find many more supporters if they would devise a means of cutting down the program without lessening its interest, thereby making it possible to finish the athletic events at an earlier hour than previous years, which would enable dinner to be served about five o'clock, bringing the time of starting home to a more reasonable hour, and with a faster boat than before the objection that has been raised to the lateness of arriving back in New York on other occasions will be eliminated.

With this uppermost in mind a program has been arranged accordingly that is well divided between events of real athletic interest and ones that will create a lot of fun.

The ball game between the married men and the single men will be played immediately upon arrival as usual, and the other events will be run off in quick succession, in the following order: 100-Yard Dash; Shot Put; Running High Jump; Fat Men's Race; 880-Yard Relay Race—Downtown vs. Uptown; Three-Legged Race; Shoe Race and 100-Yard Swim.

Mr. Bean announces that a number of prizes have already been promised, and when the list is completed it has been decided to display them in one of the windows of L. D. Bloch & Co., 153 Fifth avenue.

The officers of the Sport's Committee alone is an assurance that nothing will be left undone to make this feature one of the most entertaining possible, so secure your tickets early and see the fun. These officers are: A. A. Bean, chairman; Thos. G. Jones, secretary; E. W. Hammond, starter; Wm. DeMars, captain married men's base ball team; J. H. McCauley, captain single men's base ball team; and Wm. Grimmell, W. D. Dougherty and Wm. Doctor, judges.

JOTTINGS BY A QUIET OBSERVER.

WRONG deliveries by truckmen or expressmen are of daily occurrence, and the stupidity of some of these men is beyond belief. As a single instance—a month ago a dealer bought an article with directions that it be sent to his store, giving his name, and address simply as at the corner of an avenue and street. A week later he complained of non-delivery. It took three weeks to ascertain that the truckman had delivered the article to a private person in an apartment house on the other corner bearing the same name as the dealer. His excuse was that the name over the store was a company, so he tried the other corner, never asking in the store if there was anybody by that name there. The recipient said he supposed it was a present from some unknown friend. He readily surrended it when the circumstances were explained, but he could have made trouble.

A little spurt in trade was noticed this week occasioned by some of the department stores placing orders for their special sales, which will occur in September. Orders for several hundred dinner sets were given and also a goodly quantity of glass.

A good order for chocolate cups has been placed with a domestic manufacturer by a firm making chocolate. Until now these cups have always been made in Germany, but owing to the uncertainity about getting the ware it was determined to buy here.

A rumor is current that the buyers at J. B. Greenhut Co. a few weeks prior to the failure asked as personal favors that datings be given, something not usual with the house. In most instances this was given to help the buyer out. From appearances now, a nice little fund was accumulated about the first of April because of this, and it is noted that the bank creditors received a lot of money about that time. Now it is reported these same buyers are urging the salesmen to use their influence in securing signatures to the composition offered by the concern, so that the buyers may retain their position.

From private sources it is learned that the English glass factories were to close down on June 30 owing to the lack of potash. It is impossible to say when they will open.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The summer shutdown in the potteries hereabouts which starts Saturday, will be for varied terms. From one to three weeks is the general rule. The Knowles, Taylor & Knowles plant will resume operations July 12; the various plants of the Homer Laughlin China Co. will be idle about a week, while the Taylor, Smith & Taylor plant will be down about a fortnight; the Newell plant of the Edwin M. Knowles China Co. will be idle for a week; the Colonial Pottery Co. will close for two weeks, and the Harker plants will be idle for a week; Thompson Pottery Co. will close for two weeks, and the Smith-Phillips China Co. will be down for about ten days; the Hall China Co. will suspend work for one week and the Cartwright plant will be inactive for three weeks; Potters' Co-Operative Co. will be inactive for from a week to ten days, and the D. E. McNicol Pottery Co. will take two weeks; the West End Pottery Co. will be closed for about a week. The manufacturers will make needed repairs to their plants during the idle period, and in some instances inventories will be taken.

* *

It was announced here that Katz & Goldsmith of Braddock, Pa., will open a new store at McKeesport, Pa., and that S. P. Megahan will do the china, glass and housefurnishing buying for both stores.

During the absence of Col. W. C. Watson, of the Knowles, Taylor & Knowles offices, who is on his annual vacation at Cambridge Springs, Pa., the order department is being looked after by Hugh Nevin, Eastern representative for this firm.

* *

During the past fortnight several out of town pottery manufacturers have visit the district, seeking gilders and other decorators.

* *

Among the buyers visiting the local district of late, and ordering for immediate shipment were the following: Mr. Barron, of the Barron Crockery Co., New York; A. G. Hallgren, with Albert Pick & Co., Chicago, Ill.; Leo Arnstein, Milwaukee, Wis.; E. F. Kuhn, with W. L. Milner Co., Toledo, O.; S. P. Megahan, with Katz & Goldsmith, Braddock, Pa.; Mr. Phillips, with W. A. Bacon & Co., Boston, Mass. and Frank Gardner, with Boggs & Buhl, Pittsburgh, Pa.

* *

William C. Brown, a former well known pottery salesman, now with the Federal Enameling & Stamping Co., of Pittsburgh, Pa., has returned to his home here from a Pacific Coast trip. He has been meeting pottery buyers as they have been visiting the local district of late.

* *

Enamelware manufacturers are looking upon the importance of this point to meet buyers of housefurnishing goods, and they have been making the Thompson House their headquarters. H. C. Dowds, salesmanager for the United States Enameling and Stamping Co., of Bellaire, O., and Mr. Hedges, salesmanager for the Canton Enameling and Stamping Co., of Canton, O., have been making headquarters here of late. All have secured business from the pottery buyers.

* *

Many pottery buyers have been advised that the opening of the Summer Home of the Buckeye Club will be an event of July 1. Word has been received that many will attend. A program of sports and a chicken and waffle dinner has been arranged for.

* *

H. Benedikt, representing the Smith-Phillips China Co., in New York territory, has been visiting the home office for a season, arranging his fall lines.

* *

The annual meeting of the stockholders of the Colonial Pottery Co. will be held in August. That the present officers will be re-elected there is no doubt.

* *

Edward J. Touhill will leave July 5 for a western trip in the interest of the Colonial Pottery Co.

* *

Mark H. Donaldson, of the Laughlin China Co. sales force, is spending a season at the home office.

* *

Trade conditions with the Carrollton Pottery Co. shows a marked improvement over that of the early part of the year. In addition to the company erecting two more glost kilns, the sales force has been aug-

mented by the placing of J. E. Finney, formerly of Serbing, O., and Toronto, O., on the road. Col. W. A. Rhodes will remain as sales manager for this concern.

* *

"Trade is fair and equal to that of 1914," declared George S. Brush, of the Brush-McCoy Pottery Co. This concern has placed before the trade several Moss Green lines in jardiniers, pedestals, umbrella stands and a new line of fancy decorated ware. Also several new items have been recently added to the "Dandeline" of yellow ware. F. H. Vaughn is now in charge of all western sales territory except the New York and Metropolitan district, succeeding J. F. Daley.

* *

The Owen China Co., of Minerva, O., recently placed a new plain dinner shape on the market that has met with considerable success. This shape is to be had in special decorations, many of which are exclusive open stock patterns.

* *

"General business with the Warwick China Co., of Wheeling, W. Va., is good," declared C. E. Jackson, of this firm to the journal. The company is completing a new dipping room, which will increase the capacity of this department, and also firing their No. 7 kiln, one that has not been used for twelve years. Increased business caused this action. H. Buhl has been appointed a traveling representative in the Middle western territory, while Mr. Towne, of Ottumua, Iowa, is representing the firm in that district.

* *

Taking the first letter in each of the words "Made in the United States America," the Brush-McCoy Pottery Co., of Zanesville, O., coined the word "Mitusa," and papers have been obtained from the Government which protects the word as a trade mark. It is specified in the trade mark papers that the word cannot be used by manufacturers other than this firm in pottery, earthenware, stoneware, and all other clay ware of similar nature. The word was conceived by George H. Brush, general manager of this plant.

* *

Office girls employed by the Taylor, Smith & Taylor Pottery Co., served a chicken dinner to the officials of the company in the offices of this concern at Chester, W. Va. Tables were decorated with roses. Among those gathering about the festal board were: C. A. Smith and Charles Smith, Jr., Miss Daisy Cordingly and Miss Naomi McDevitt, Robett McElravy, W. L. Smith, Mr. and Mrs. W. C. Lynch and Master Billy Lynch Fowler.

NOT TO CLOSE.

THE Mercer Pottery Co., Trenton, N. J., request that we contradict emphatically a statement appearing in a local Trenton paper that their factory was to be closed owing to the orders of the department of labor. Said statement was made without authority and has absolutely no foundation.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending June 29, 1915.

COPENHAGEN

15	packages	chinaware.....Overton & Co
1	"	" .....W H Plummer & Co

LIVERPOOL

18	packages	earthenware.....L A Consmiller
27	"	" .....Maddock & Miller
3	"	" .....G Collamore & Co
4	"	" .....Lazarus & Rosenfeld
12	"	" .....H C Edmiston
126	"	" .....G F Bassett & Co
7	"	" .....E Boote
10	"	" .....W H Plummer & Co
42	"	" .....W S Pitcairn
7	"	" .....Fondeville & Van Iderstine
2	"	" .....S Stern
20	"	" .....L Straus & Sons
7	"	" .....R Slimmon & Co
5	"	" .....Miscellaneous Orders
3	"	chinaware.....T S Todd & Co
32	"	" .....Meakin & Ridgway
1	"	" .....M Cowles
3	"	" .....Tiffany & Co
1	"	glassware.....W H Plummer & Co
13	"	" .....American Express Co
7	"	" .....Tiffany & Co
2	"	" .....Davis Collamore & Co
2	"	" .....G Collamore & Co
5	"	toys.....Geo Borgfeldt & Co

HAVRE

2	packages	toys.....American Shipping Co
2	"	" .....Strauss & Co
16	"	" .....F W Woolworth & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

41	packages	earthenware .....Jones, McDuffee & Stratton Co
50	"	" .....American Express Co
60	"	" .....F W Webb Mfg Co
10	"	" .....Mitchell, Woodbury Co
6	"	" .....Rowland & Marsellus Co
1	"	" .....Brown Bros & Co

ROTTERDAM

94	packages	earthenware.....J H Thomas
566	"	" .....L Wolf & Co
45	"	" .....Geo Borgfeldt & Co

LABOR WELL PAID.

IN an investigation made by the National Civic Federation of the census returns of 1910, it was discovered that capital only gets half as much income as labor. The statistics covers the labors of more than ten million wage earners, exclusive of farmers. On an average the laborer gets 66.4 per cent while the capitalist gets 33.6 per cent. From his share the capitalist must pay taxes, rent, travelers expenses, insurance, advertising, and other expenses before he gets any return. The workers value is $1,025 per man per year. That is, every worker earns $1,025 for his employer. Wages have increased from $247 to $518 in the last sixty years.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

"We are pleased to state that there has been a most graitfying improvement in business conditions during the past month and a half, and that the demand of the buyers has been running uniformly to the better grade of glassware," declared President W. E. Hunter, of the Economy Tumbler Co., of Morgantown, W. Va., to the journal this week. "The improved condition has also been reflected in collections, but there is still room for further improvement in this direction." This factory is not making any additions to its plant this season, having practically doubled its capacity a year ago. General repairs, of course, will be made during the idle period. It has been the policy of this company to maintain all departments in the highest possible state of efficiency. Hardly a month passes but what this company brings out new lines of blanks in stemware, jugs, vases and the like. New treatments in deep plate etchings and enamel decorations are matters of almost weekly routine with this firm.

The construction of a new eighteen-ton continuous tank at the plant of the New Martinsville Glass and Mfg. Co., New Martinsville, is an improvement to be completed during the summer shutdown, and which will greatly increase the capacity of this factory. The general lines of this factory are having a favorable sale. "We have no complaint to make about the general condition of business," said General Manager David Fisher this week.

What is said to have been the largest pressed glass semi-indirect glass lighting bowl ever turned out up to this time, has just been made by the Gill Bros., at their factory at Steubenville, O. This bowl is made of the new Parian semi-translucent glass, and was on order for the Sterling Bronze Co., of New York.

E. B. Goode, of this city, connected officially with the Hocking Glass Co., of Lancastsr, O., denied this week that his company was concerned in the least in the purchasing of a glass factory in the Pittsburgh district, The report was current that the company would double its output by buying a going factory in the Pittsburgh territory. Mr. Goode and I. J. Collins were visiting a plant in this section of late, and immediately the report got out that a deal was on.

Frank R. Martin, formerly buyer for Cowell & Hubbard, of Cleveland, O., has been in the district buying glassware for the new store he will open himself in Detroit ere long. The name of his successor in Cleveland has not been announced, but it is asserted a Chicago man will man will be given the vacant berth.

Bert Graeser, western salesman for the Duncan & Miller Glass Co., of Washington, Pa., is home for the summer season, and can be found almost daily on his farm near Washington. Joseph Rent is home from an extended trip. "Business at the factory is good, and there is no cause for complaint," he said.

One of the latest items in glass being shown in this district is a handled water bottle.

E. T. Kuhn, was in the district buying glass for the W. L. Milner & Co., of Toledo, O.

During the past fiscal year only between sixty and seventy disputes were amicably adjusted through conferences held here between committees representing the glass workers and glass manufacturers. Considering the thousands of glass workers employed, this is considered a very small number of differences, which have arisen.

Several new staples have been recently added to the lines of the Lancaster Glass Co., Lancaster, O. General business with this factory is reported to be along moderate lines.

The general demand for soda tumblers continues along favorable lines. With the advent of warmer weather, the consumption will be on a much larger scale.

In order to secure an increased foreign business, the Star Glass Co., of Star City, W. Va., has appointed a London representative, who has already started to forward some favorable business for export. This firm

declares that orders are good, but that collections could show an improvement. The concern is erecting an addition to its warehouse and is putting down concrete floors throughout the factory.

The annual meeting of the stockholders of the United States Glass Co. will be held in August. The fiscal year of this company will close at an early date. As in the past, the annual report of the company will be submitted to stockholders of record prior to the annual meeting.

Some inquiry is reported on lamp lines for fall delivery. Factories having these lines have completed their arrangements for the coming season and assortments can be easily arranged for the jobbing interests.

Ten salesmen of the Hazel-Atlas Glass Co., Wheeling, W. Va., will receive handsome gold watches as gifts, at a banquet to be held in their honor at the Waldorf-Astoria, New York, within the very near future. Each of the watches will be worth several hundred dollars. They are to be awarded by the Rice Leaders of the World Association in recognition of their abilily as salesmen. Ten thousand leading salesmen took part in the contest. The ten men employed by the Hazel-Atlas Co. are William J. Hamilton, A. G. Heunich, D. L. Murray, A. L. Cochran, B. F. Roberts, Frank L. Scott, Benjamin B. Linton, George R. Reinhart, S. B. Whitlock and G. A. Poppelbaum.

J. Howard Fry, vice-president of H. C. Fry Glass Co., of Rochester Pa., has been elected a member of the board of directors of the Pittsburgh Speedway Association, which has just been formed here with a capital stock of $1,000,000.

During the past few weeks the plant of the Haskins Glass Co., at Martin's Ferry, O , has received a number of large orders, which it cannot possibly fill, even though the plant should operate steadily the rest of the summer. The month of June was the the biggest June in the history of the plant, although the previous months were poor, the rush season being about two months later this year than heretofore.

BUSINESS BRIEFS.

Lerner Brothers will open a five and ten cent store in Allentown. Pa.

* *

Oscar Mason will open a 5, 10, 25 and 50 cent store in Mansfield. Mass.

* *

Fire partly damaged the stock of the United Five and Ten Cent Store, Chicago, Ill., late last week.

* *

Judge Hand has confirmed a composition of Anna Berkowitz, dealer in housefurnishing goods, at No. 601 East 138th street, with creditors at twenty cents on the dollar.

* *

C. F. Shoemaker, of Connersville, Ind., will open a five and ten cent store in Des Moines, Iowa, about the middle of July.

* *

Hearn & Co., Westfield, Ill., suffered a heavy loss by fire on June 24 to their housefurnishing stock, which was valued at $30,000. Partly insured.

* *

Judge Hand has confirmed a composition of E. Wolff & Co., department store, at No. 2252 Third avenue, with creditors at thirty-five cents on the dollar.

* *

The Manufacturing Jewelers of America, Augusta, Me., has been incorporated with a capital of $1,000 000. The firm will manufacture and deal in glassware, besides jewelry and silverware.

* *

The F. W. Woolworth Co., has leased the two stores covering the ground floor of the Hays Building at 21 and 23 Maiden Lane, this city, formerly occupied for many years by the Gorham Co., and after alterations a five and ten cent store will be opened there. A careful count showed that approximately 20,000 people passed the building between the hours of eight in the morning and six at night, with almost as many more on the south side of the street.

* *

The Co-Operative Department Store, Indianapolis, Ind., was sold at auction on the 17th of June by the trustee in bankruptcy, to George J. Marrott, its largest creditor, for $41,000. The appraised value of the store was $56,766. Creditors are expected to receive about twenty cents on the dollar, the total liabilities amounting to $189,000. According to Mr. Marrott, a new department store company will operate the store, beginning in the fall, after a retail sale disposes of the present stock.

MORE TROUBLE FOR SIEGEL.

THE air is full of rumors that the troubles of Henry Siegel were not ended when he went to prison. After New York is through with him the Boston creditors propose to take a hand. It is said that there are one hundred and fifty points that can be taken up and he may have to face some if not all of them when his ten month's confinement is ended.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

CHINA and housefurnishings buyer wanted by the Edward Malley Co., New Haven, Conn. State age, details of experience and salary wanted.

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Frv Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave
28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
44 E Boote, 35 W 23d
E Torlotting, 35 W 23d
45 Pairpoint Corporation, 43-47 W 23d
Wm Guerin & Co, 43-47 W 23d

50 Fondeville & Van Iderstine, 85 Fifth av
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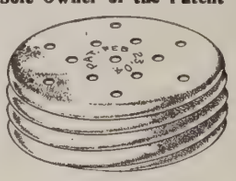
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Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.
Formerly Hogan Mfg. Co.,
NEPERA PARK, N. Y.
Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.
J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

INCREASE YOUR PROFIT BY USING AN
Efficient Cost System
W. E. LANGDON
Certified Public Accountant. Efficiency Engineer.
Harrison Building, Columbus, O.

MAYER CHINA
VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c. &c.
BADGES, NAMES, MONOGRAMS &c.
SOLD THROUGH THE TRADE
CORRESPONDENCE INVITED
THE MAYER CHINA CO.
BEAVER FALLS, PENNA.

Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Importers and Manufacturers.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:

Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender,

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to fina your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

Haviland & Co

11 East 36th St.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

GUERNSEYWARE.

16 West Twenty-third Street.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

Tel. Madison Square 9723.

H. NORTHWOOD CO.,

Plain and Decorated Crystal and Colored Glassware.
LUNA Illuminating Glassware.
C. J. Dela Croix in charge.

Tel. Madison Square 9723.

O. D. DELA CROIX,

China and Cut Glass.

Eastern District Manager Consolidated Mfrs' Co., China, Plain and Decorated Dinner and Toilet Ware.

19 MADISON AVENUE, Bet. 24th and 25th Streets.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
Huntington Tumbler Co., Blown Glassware, plain, cut, enameled and etched.
Indiana Glass Co., Pressed Table Glassware and Lamps.
Edwin M. Knowles China Co. High Grade Dinner and Toilet Ware.
Lancaster Glass Co., Pressed Crystal and Decorated Glassware and Vases.
Jos. Phillips & Co., Hand Engraved and Cut Glass.
The Sterling Glass Co., Rich Cut and Engraved Glassware.
Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,
W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

Representing Porzellanfabrik Tirschenreuth,

105-107 FIFTH AVENUE.

The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

43 WEST TWENTY-THIRD STREET.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

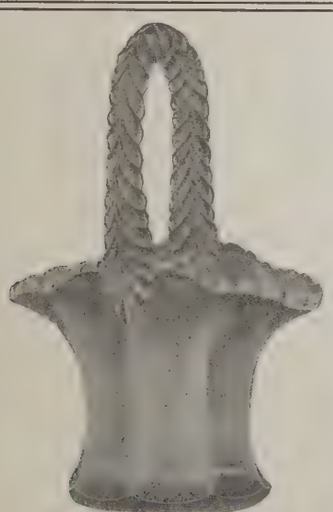
Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 25 West Broadway, Room 44. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.

ROBERT RAWSTHORNE ENGRAVING COMPANY,

Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell: Court 362 P&A Main 1196 PITTSBURGH, PA.



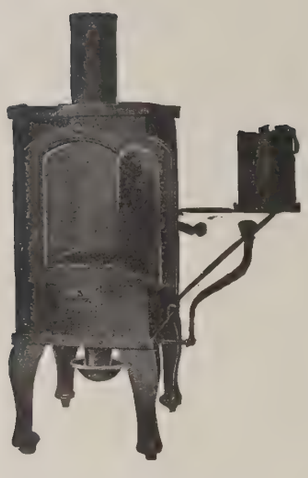
No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

THE DUNCAN & MILLER GLASS CO.,
WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah.
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco, Ca



"PERFECTION" KILNS.

BEST KILN BUILT.

RELIABLE, DURABLE, ECONOMICAL.

For Firing Decorated China and Glass. Perfection Pottery Kilns for Firing Pottery, Tiles, etc.

EQUIPPED FOR KEROSENE OIL, MANUFACTURED GAS, NATURAL GAS.

B. F. DRAKENFELD & CO., Inc.,

GENERAL DISTRIBUTING AGENTS,

Descriptive Catalogue on Request. Main Office, 50 Murray St., New York.



ESTABLISHED 1873.

Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.



ABELS & CO.

Manufacturers,

460 West Broadway, New York.



WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

New York Office: 96 Park Place. Factory: Brooklyn, N. Y.

The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, France.

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 35 West 23d St., New York.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
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J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

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MADE IN AMERICA

The ROESSLER & HASSLACHER

CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:

PERTH AMBOY, N. J.

WAREHOUSE:

East Liverpool, Ohio.

HARRY W. SMITH, Manager.

QUALITY IS THERE

"LOOK FOR THE GOLD LABEL"

Fry QUALITY

H.C. Fry Glass Company.

Sample Room – 5th Ave., Bldg. NEW-YORK.

Beaver Valley Glass Co.'s

ETCHED GLASS

"STANDARD of EXCELLENCE"

Sample Room – 71 Murry St. NEW-YORK.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
Cuspidores and Match Safes.
Casseroles and Baking Dishes.
Fire-Place Fixtures, Andirons, Fire Sets.
Fenders, Coal Hods, Umbrella Stands, etc.
"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories 27th and 28th Sts. and 1st ave.

Western Sales Office, 180 N. Dearborn St., Chicago,

STEADILY SUCCESSFUL.

Our "GLENDORA" Dinner Shape.

Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

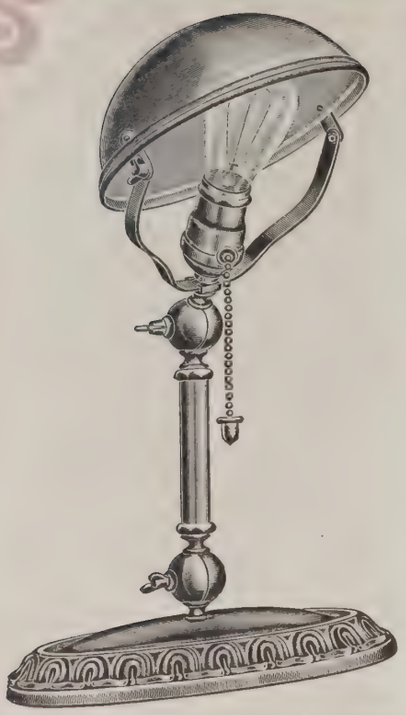
Cartwright Bros.,

EAST LIVERPOOL, OHIO.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



No. 439. · Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

Plumwood

Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

IMPROVING ALL THE TIME.



New I direc Bowls and Glass t match, als new line o Gas an Electri Portables a well as ne Indire Fix ures, a ready for you inspection our vario showroom

The Pittsburgh Lamp, Brass and Glass C

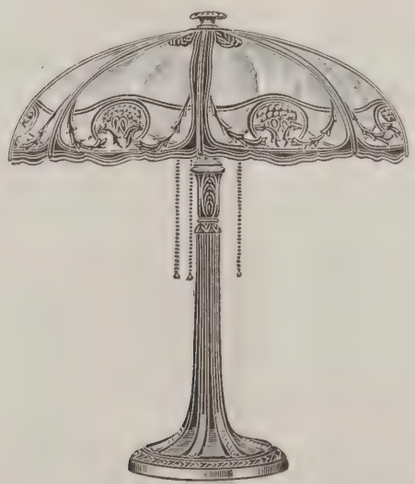
Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & Co.

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIGH

It costs but five cents and a *few* minutes' time o come to our store from *any* part of New Yo City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burne
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway, **New York.**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randolph St.
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

Vol. 82. No. 2

July 8, 1915

ANNOUNCEMENT!

We wish to notify the trade that we have now completed arrangements for the addition of a

DOMESTIC TOY DEPARTMENT

to our regular import business. We will carry complete lines of only the better domestic specialties, which we have prepared for the Department Store trade, and which will be known as the PERFECTION BRAND. The lines are ready for your inspection, all orders can be handled promptly, and goods will be shipped without delay.

LOUIS WOLF & CO.,

221-227 Fourth Avenue, New York.

CHICAGO:
315-21 West Adams St.

BOSTON:
102-6 Pearl Street.

BLANKS FOR CUTTERS.

Heavy, Light and Medium Weight.

HIGHEST GRADE FULL CRYSTAL, THAT WILL TAKE ACID POLISH.

Made by our own process, thoroughly polished.
Adapted to the new-style floral and light cuttings.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

GUERIN & CO.,

Trade Mark W.G. & Co. of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. J. Pouyat & Co.

See Our New Goods in Our New Showrooms,

43 to 47 West Twenty-third St.,

NEW YORK CITY.



WE MAKE 'EM!

Most popular special to be had—one carton of **THREE "DANDY-LINE" BOWLS.** Other sizes 4 to 16 in. We also make a full line of YELLOW WARE of fine quality.

See our new lines of Fancy Blended

Jardinieres, Pedestals, etc.,

including the new "GREENTONE" BASKET WEAVE. It's equally as popular as our "Woodland."

Many new novelties in
THE LINES THAT SELL.
Ask your jobber, or write us.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

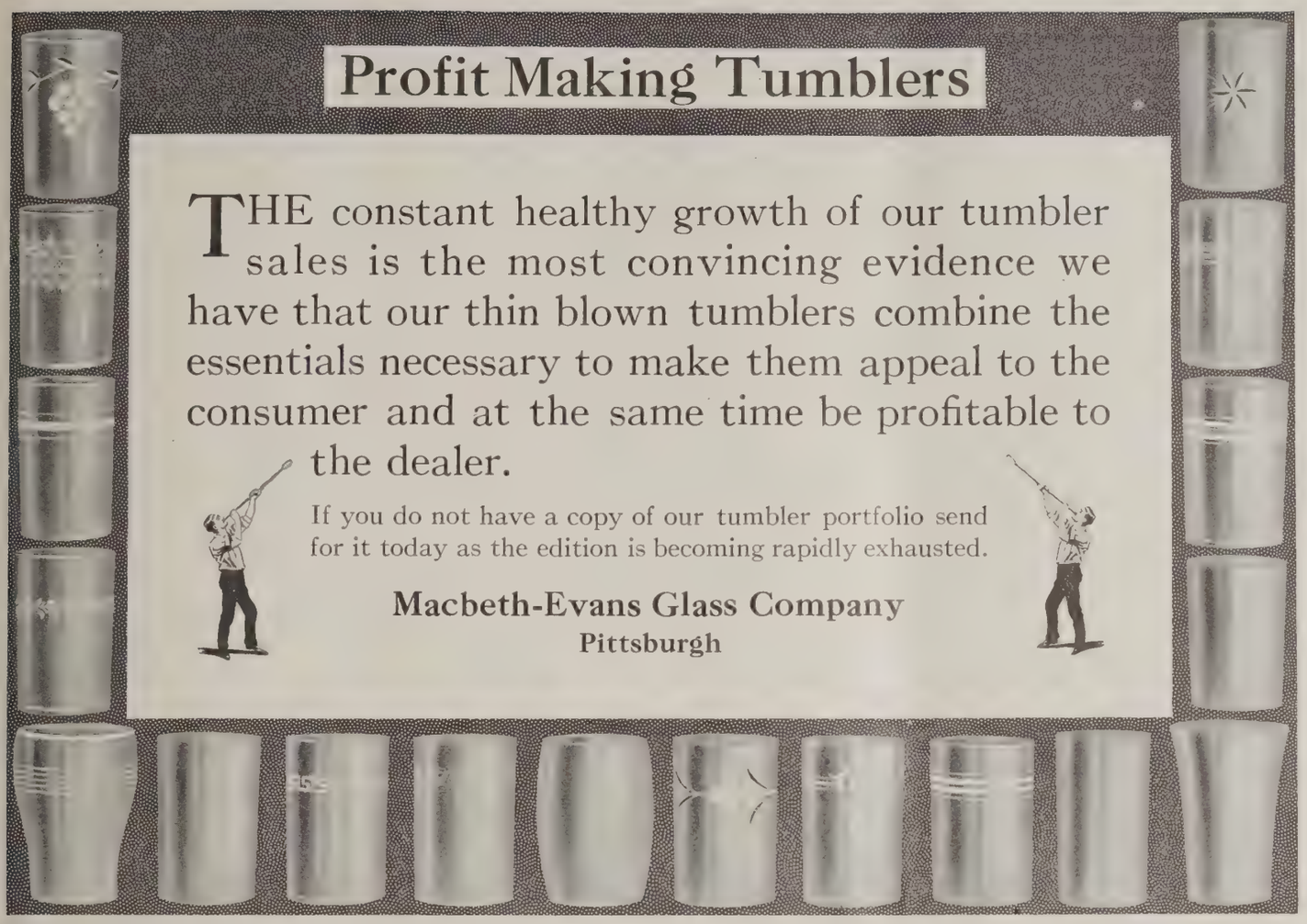
New York, COX & LAFFERTY, 25 Park Place.

Profit Making Tumblers

THE constant healthy growth of our tumbler sales is the most convincing evidence we have that our thin blown tumblers combine the essentials necessary to make them appeal to the consumer and at the same time be profitable to the dealer.

If you do not have a copy of our tumbler portfolio send for it today as the edition is becoming rapidly exhausted.

Macbeth-Evans Glass Company
Pittsburgh





No. 1187. "Alpha." 18 in. high.
Combination cutting that is very popular.

Bergen Rich Cut Glass

LOOK FOR BERGEN

CUT BERGEN TRADE MARK GLASS

TRADE MARK.

Sterling Silver-Deposit Ware,

Plateaux and Brass Novelties,

Send for copy of Our New No. 51 Catalogue.

MANUFACTURED BY

The J. D. Bergen Co.,

Main Office and Factory:

Meriden, Conn.

New York Salesroom:
50 Park Place.
'Phone, Barclay 6967.

Chicago Salesrooms:
10 So. Wabash Ave.

HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

Thos. G. Jones, 71-73 Murray St., New York.
Geo. A. Granville, 144 Congress St., Boston.
Peacock & Roop, 1007 Filbert St., Philadelphia.
E. W. Newton, 706 Kesner Bldg, Chicago.
F. H. Young, 325 Locust St., St. Louis, Mo.
J. M. Allen, 318 Mack Block, Denver.

THE VAN GLECKLAND PORTABLE GAS LAMP.

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic in design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide.

Write us for detailed description; also our comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

A. GREDELUE.



Glassware

Toilet Ware

Light and Deep Rock Crystal.

Fancy Goods.

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.



SYRACUSE CHINA

Don't be satisfied with your china sales until you have tried this durable fine china that is distinctively American.

Its tasteful patterns and graceful shapes make it popular everywhere.

Write for agency.

ONONDAGA POTTERY CO.

SYRACUSE, N. Y.

SUMMER!

DUST AND FLY TIME REQUIRES COVERS.

GILLINDER'S ARE MADE OF CLEAR LEAD GLASS.



All sizes. Special covers to order. Ask for prices.

GILLINDER & SONS, Inc.,

NEW YORK SHOWROOM,
19 MADISON AVE.

TACONY, PHILADELPHIA, PA.

La Porcelaine Théodore Haviland

Limoges

FRANCE

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

All these patterns are being RAPIDLY placed.

If you wish to secure control of one or more for your city, write IMMEDIATELY for colored illustrations or samples.

Herman C. Kupper,

Importer.

52 Murray Street, New York.

Keep in Stock the Goods Your Customers are Asking For.

The LITTLE BEAUTY NIGHT LAMP.



USE IN BATH ROOM



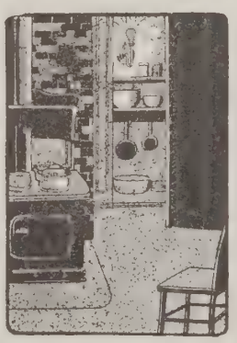
USE IN BEDROOM



FRONT VIEW



USE IN HALLWAY



USE IN KITCHEN

Once filled with kerosene it will burn 40 hours. Absolutely odorless. Handsomely constructed of brass, nickel-plated. Provided with wick to last several years. Can be used in entries, hallways, closets, nursery and sick-room.

Ornamental, Safe and Sanitary. Guaranteed Odorless, Smokeless and Absolutely Safe Under all Conditions.

It is guaranteed to please and satisfy everyone.

It has the largest sale of any Night Lamp in the world.

It never fails to please and satisfy the user.

Its sale is absolutely guaranteed if displayed prominently on the counters. It is warranted to please and satisfy every purchaser.

Give it a fair trial on your counters day in, day out, for a year and let it prove its value as a money-maker for your department.

Display Helps—Electric Signs—Circulars and Sales Helps—*Write at Once for Prices and Agency.*

SILVER & CO., *Sole Manufacturers,* **304-14 Hewes St., Brooklyn, N. Y.**

ESTABLISHED 1818.

Libbey Engraved Glass is constantly gaining in popularity.

The rare beauty of the work and the lure of the original patterns account for the ever-growing demand.

You will find that it requires very little salesmanship to increase your sales of

LIBBEY CUT, also ENGRAVED GLASSWARE.

"THE WORLD'S BEST."

THIS NAME ETCHED 

ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 8, 1915.

THE CONDITION OF BUSINESS.

New York If anybody has sold anything during the past week he may consider himself lucky. It was quite a lengthy holiday. Friday saw the beginning of the exodus from the city, and it was late on Tuesday before many returned.

The future is now what everyone is thinking of, and both manufacturers and importers are preparing for what all believe will be a good season. Already samples are being selected, and some of the travelers are getting ready to leave. While the middle of July is ordinarily too early to start out, conditions are such this year that houses which carry stock think there will be enough demand to warrant the venture.

Those who seek import orders for early spring delivery are not thinking of sending their men out until much later in the season. Some are putting the date as far ahead as September, on the ground that August is the main vacation month, and so many buyers will be away that travelers would fail to reach them.

The idea that trade will start early is universal, and it is also believed that there will be considerable business all through July and August. This is based on the fact that retail dealers are short of goods. Their shelves may give the appearance of full stocks, but everybody knows that the dinner ware assortments are badly broken, and it will require a lot of ware to put the sets in a marketable condition.

Fancy goods of a purely ornamental nature are in very poor request; and yet if anybody can offer a novelty—something unusual and not too expensive—he will find a demand for it. A woman cannot resist a really pretty piece of pottery or glass if it does not cost too much. This has been demonstrated very forcibly all along during the past season, and may portend a revival in the demand for fancy goods. Trade moves in cycles, and every little while we get back to something which has been dropped. And this brings us to a consideration of the specialty shop, to which attention has been called two or three times lately in this column. Five years ago we predicted that the department stores would get tired of carrying goods that did not pay, and since then many dry goods houses have discontinued crockery and glassware. There are many more that would be better off without the department. Properly conducted, however, there is no reason why money cannot be made with these lines. These department stores which employ competent buyers and endow them with the proper authority do make successes. It is largely a question of the right man in the right place—one who is big enough to resent the possible interference of the "merchandise man." When a department store reaches that stage there is a better business all around, because the buyer can then match up his stock and get rid of hundreds of dollars' worth of ware that is dead for want of a few pieces to make it merchantable. If every buyer could match up his stock there would be a volume moved that would be astonishing. It will have to be done some time. Why not now, when the goods may be readily procured? Later on it may not be so easy. The call is surely coming, and the wise man will have his stock in shape to meet it.

Pittsburgh and Vicinity

General trade with glass plants in this district is characterized as "spotty." Blown and stemware appear to have the best demand, although some of the lighting glass lines are in active movement. Tableware, generally speaking, is in slow request. All factories operating under the union agreement closed for at least a fortnight July 3. Some will resume work at the end of that period; others will remain inactive for an indefinite term.

East Liverpool and Vicinity

Pottery manufacturers do not anticipate any unusual spurt in business until at least the middle of August, when fall buying will start. In the meantime they are arranging new lines and forwarding samples to resident agents. The summer shutdown started last Saturday. Decorating departments will be operated as occasion may demand; also warehouse and shipping departments.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 6, 1915.

COPENHAGEN

17 packages chinaware.....Royal Copenhagen Porcelain
2 " " .....Overton & Co
1 " " .....S R Haynes

HAVRE

9 packages glassware.....F Bing & Co
38 " toys.....F W Woolworth & Co
37 " " .....Geo Borgfeldt & Co
4 " " .....Miscellaneous Orders

BORDEAUX

6 packages chinaware.....C B Richards & Co
27 " " .....C G T
5 " " .....Ovington Bros & Co
125 " " .....Theodore Haviland & Co
5 " " .....Pitt & Scott
17 " " .....G W Sheldon & Co
20 " " .....Vogt & Dose
2 " " .....J Wanamaker
17 " " .....Haviland & Abbot Co
16 " " .....L Bernardaud & Co
40 " " .....Wm Guerin & Co
9 " " .....Justin Tharaud
12 " " .....Geo Borgfeldt & Co
4 " " .....Wright, Tyndale & Van Roden
5 " " .....Nerlich & Co
2 " toys.....American Shipping Co
15 " glassware.....Miscellaneous Orders

PALERMO

5 packages chinaware.....H Creange
14 " toys.....Sutherland Int Dispatch Co
2 " earthenware.....Miscellaneous Orders

ROTTERDAM

45 packages chinaware.....Miscellaneous Orders
387 " toys.....L Wolf & Co
128 " " .....B Shackman & Co

GENOA

6 packages toys.....Suth Int Dispatch

HONG KONG

6 packages chinaware.....W McKinney
16 " " .....Miscellaneous Orders

YOKOHAMA

9 packages chinaware.....F Coffer
33 " toys.....Bush Terminal Co
36 " " .....Japan Import and Export Co
9 " " .....Morimura Bros
41 " " .....Yokohama Specie Bank

SHANGHAI

1 package chinaware.....Board of Foreign Missions

KOBE

5 packages toys.....Mekelburg Specialty Co
47 " " .....M D Levy & Co
15 " " .....G Frankel & Co

LIVERPOOL

7 packages earthenware.....Meakin & Ridgway
15 " " .....H C Edmiston
3 " " .....Butler Bros
5 " " .....Davis Collamore & Co
26 " " .....Maddock & Miller
7 " " .....O Goetz
10 " " .....E Boote
44 " " .....W S Pitcairn
2 " chinaware.....T S Todd & Co
1 " " .....G F Bassett & Co
1 " " .....Meakin & Ridgway
4 " glassware.....Rowland & Marsellus
19 " toys.....Geo Borgfeldt & Co
14 " " .....Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

29 packages earthenware.....Jones, McDuffee & Stratton Co
25 " " .....Rowland & Marsellus Co
8 " " .....Mitchell, Woodbury Co
8 " " .....American Express Co
3 " " ..New York Produce Exchange Bank
2 " " .....Richard Briggs & Co
49 " " .....Miscellaneous Orders

TRENTON POTTER KILLED.

A FAMILY of four—father, mother, son and daughter—was wiped out last Sunday when an automobile in which all were riding was struck by a railroad train at a grade crossing on the Asbury Park motor road about a mile from Farmingdale, N. J. The members of the family were Robert Mayer, potter, aged fifty-two; Mrs. Mayer; Ethel, twenty-one years old; and Herbert, thirteen years old. They lived at 901 Quinton avenue, Trenton.

The Mayers left Trenton in the morning for Asbury Park, where all of the party had luncheon. They started to return about four o'clock in the afternoon. The road crosses the tracks of the Southern Division of the Central Railroad of New Jersey east of Farmingdale, and, although the crossing is at grade, it is in open country and sign-posts stand at the roadside to warn motorists of the danger of approaching trains. Several of those who saw the accident said after that Mayer put on greater speed as he came to the crossing, as though he intended to dash across ahead of the train.

THE METROPOLITAN MARKET

Louis Wolf & Co., one of the largest importers of dolls and toys in the United States, have just put in a department of domestic toys, comprising all the most desirable things produced by the best manufacturers in this country.

The Saul Mfg. Co. have just placed on display an original design in cut glass showing a cleverly-combined floral and mitre cutting of great beauty. The design has been patented and will be sold exclusively through this concern. Its execution and fine finish are commendable, and its price surprising. A complete assortment of items is shown.

Cox & Lafferty are showing from T. B. Clark & Co. as attractive an assortment of vases of various sizes and descriptions as one could wish to see. They are a recent addition to the line and include some of the most interesting values this factory has ever turned out. ranging from simple cuttings and engravings on light blanks to elaborate deep cuttings on heavy ones. A feature of these patterns is their distinctiveness. They are quite different from what is ordinarily seen.

The display of dinnerware from the Onondaga Pottery Co. made by A. H. Ledden is always a source of interest to buyers, for no matter how often they may visit the latter's showrooms there is always something new to be seen. Among the latest is a border of entwined "ragged sailors" and roses edged with coin gold.

The Century Cut Glass Co., formerly at 76 Greenwich street, have removed their factory to Saugerties, N. Y,, where they have much better facilities for manufacturing. Their line is represented in the metropolitan district by E. L. Bates.

The highest type of Japanese art is seen in a noteworthy display just arranged in the stock department of Mogi, Momonoi & Co., consisting of vases and jardinieres, etc., in cloissonne and plain bronze; also vases, bowls and a variety of items in Satsuma ware. In the cloissonne is shown a new extremely rich deep red wine color which connoisseurs have pronounced a notable achievement.

A. P. Doctor is displaying from the Central Glass Works some very pretty low footed comports, the exceedingly graceful shapes being copies of a very successful imported style. They are shown in three effective deep plate etchings, and are made in 6, 7 and 8 inch sizes.

A new item just added to the line of Josiah Wedgwood & Sons' celebrated queensware at the salesroom of Kennard L. Wedgwood is a large, gracefully-shaped bowl on the sides of which is a very pretty embossed floral design in festooned effect. This will find a number of uses in the home for holding flowers, Japanese garden sets, etc. Another attractive addition to the line is an assortment of service plates with embossed floral border treatments in colors that combine well with the soft-toned cream-tinted ground.

So many novelties are represented in the line of art metal goods made by the Bradley & Hubbard Mfg. Co. and displayed at the concern's local showrooms that pages would be required for their description. The most artistic designs and richest finishes imaginable are shown in both classic and modern patterns that will conform with almost any style of home decoration or color scheme. The array of smokers' sets, book consoles and desk furnishings of all kinds will appeal to the most critical.

A new importation from the L' Union Ceramique pottery, for which Justin Tharaud is the American representative, contains a varied list of attractive items, prominent among them being a very pretty and practical new shape in dinnerware called the "Dedo," which bids fair to enjoy a long reign of popularity. The decorative treatment employed is a rose and "ragged sailor" pattern in an entwined effect that forms an irregular border. A heavy coin gold edge and full gold handles add to its beauty. An encrusted gold band

and floral border in rich colorings is another dinnerware design that merits the special attention of the buyer.

The "marble dust" busts, figures, etc. carried by Koscherak Bros. are so perfectly molded and expertly finished that it requires close scrutiny to tell them from the genuine carved marble. New subjects recently added to the line include medium-sized busts of Wagner, Shakespeare, Beethoven, Schiller, and others, as well as some charming child studies. They are proving money-makers with dealers all over the country.

Wm. H. Stockdale has just received some additional pieces of Donatella ware, comprising bon-bon boxes, ash receivers, bowls, dishes and vases. This ware is of a cream-colored tint, and the large pieces have flutes in green and a bas-relief band showing figures. It is a low-priced line that is selling well.

The line of ivory glassware produced by the H. Northwood Co. and shown here by C. J. Dela Croix offers something of real artistic merit at very reasonable prices, and its salability has made a permanent place for it in the glassware stocks of hundreds of stores. The body of the glass is a rich ivory color tinted with antique ivory, and the goods are produced in three very clever designs. A variety of items for table use are shown, as well as a line of vases and toilet ware.

The latest achievement of the Westmoreland Specialty Co. on display at the salesroom of the Horace C. Gray Co. is an assortment of six exceedingly pretty light cuttings in mayonaise sets, consisting of a bowl, tray and ladle. One of the most attractive is a very odd Colonial design with a finely-cut, beaded edge. Each set is boxed separately.

The one-time Gilsey House, at Broadway and Twenty-ninth street, which in recent years has been used for business purposes, has now been leased to Samstag & Hilder Bros., importers of fancy goods, toys and notions, located for many years at Broadway and Prince street. They will occupy the entire building with the exception of the small corner store used by the Chicago, Milwaukee and St. Paul Railway Co. The lease is for a long term of years beginning next spring, when the new lessees will move in.

H. Benedikt, who represents the Cannonsburg Pottery Co. in New York, and who, as announced in last week's issue, was recently appointed representative for the New England States also, has appointed McMullin & Clark, 136 Federal street, to look after his interests there, and make a permanent display of the line at their salesroom.

AT THE POTTERS' CONVENTION.

AT an early session of the National Brotherhood of Operative Potters' Convention, held this week at Atlantic City, a resolution was passed compelling every member to join the local union having jurisdiction over the shop in which he works. The issue was forced by constant wrangling over elections and misunderstandings in territories covered. Another resolution passed now makes it possible for members out of the jurisdiction of their locals to vote for the national officers.

It is reported that the wage resolutions now in the hands of committees have grown in number to 120. These include practically every piece on the list of general ware. There are also about 100 improvements in shop conditions to be submitted.

The proposition to hereafter hold conventions only in cities with pottery plants was voted down.

TWENTY-FIVE YEARS OLD.

THE Board of United States General Appraisers will on August 2 be twenty-five years old, having been first provided for in the Customs Administrative Act of June 10, 1890. In the quarter century of its existence it has received more than a million protests by importers against duty and value exactions by Collectors. Up to June 30, 1914, it had received 996,667 protests and decided 905,752. During the last twelve months progress has been made in clearing up the remaining 90,910, although a great number of importers' claims arising under the tariff act of 1913 have been received.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

J Postley, hf, Baltimore (Md.) Bargain House. 354 Fourth ave.

Mr Murphy, t, W & A Bacon, Boston. 1133 B'way.

W Himsel, t, Emery, Bird Thayer D G Co, Kansas City. 25 Madison ave.

B Cohen, hf, Cahn-Coblens Co, Baltimore. Imperial.

A H Baum, hf, s, M Goldenberg, Washington. 15 West 26th.

A R Willauer, hf, c, W Laubach & Sons, Easton, Pa. 41 Union Sq.

F R Downey, hf, Gately & Fitzgerald Supply Co, Harrisburg. Bristol.

R Krauss, hf, L Dimond & Son, Providence. Prince George.

T Barker, hf, R H White Co, Boston. 470 Fourth ave.

J F Schmidt, c, Broadway Dept Store, Los Angeles. 95 Madison ave.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

LAMPS are playing an important part in the white and black craze, which seems to have firmly established itself as quite the smartest idea for home decoration. Its first appearance was in draperies, carpets and wall papers; then came vases and other bric-a-brac,



AT WM. R. NOE & SONS.

and later furniture and dinnerware. Now there is a vast array of remarkable effects in lamps that will enable the home furnisher to procure a design perfectly suitable for the black-and-white or black-and-colored room without the trouble of having one made to order. Already there are any number to be seen in the retail shops, and as the season progresses many others will make their appearance, judging from the new samples being displayed by the wholesalers.

A handsomely-engraved invitation has been sent to the trade from the new display room of the Pittsburgh Lamp, Brass and Glass Co., 816 Arch street, Philadelphia, inviting an inspection of the concern's new lines. It also extends an invitation to buyers to make the company's office their headquarters while in that city. Manager Wm. Cunliffe, with his assistants, H. A. Winterknight and T. J. Moak, will be on hand to welcome all callers.

Six new styles in glass candlesticks in strikingly original decorations have just been added to the display from the Tarentum Glass Co. being made by the local agent, W. F. Rood, and cannot help but prove of interest to buyers looking for "something different."

The salesroom of O. O. Friedlaender has been greatly improved by a rearrangement of the entire display of illuminating glassware. The long tables have been wired so as to permit the most advantageous showing possible of every piece under illumination. The



AT OSCAR O. FRIEDLAENDER'S.

concern has been receiving large importations of alabaster of late, and is now showing a greater variety of designs in bowls and portable lamps than ever before.

AT CHICAGO.

GENERAL conditions in the crockery and glass business here this week are not very brisk, owing to the fact that the large department stores are taking inventory. However, the buyers are placing some orders, and outside business has been quite satisfactory.

* *

Local labor conditions continue to cause a great deal of trouble. The lighting fixture people find themselves still unable to do business owing to the fact that the contractors are doing no building.

* *

The summer furniture show opened here this week. About two thousand dealers are expected to visit the city, and the dealers in premium chinaware are looking for some extra business from this source.

* *

Earl Newton, representing the Imperial Glass Co., Bellaire, O., contemplates a trip to the factory soon.

* *

J. A. Jacobson, 5 North Wabash avenue, has added the line of the Potomac Glass Co., Cumberland, Md., consisting of some very handsomely designed table and stem ware.

* *

Harry Buckley, of the Chicago Cut Glass Co., made a trip to the factory of the H. C. Fry Glass Co., at Rochester, Pa., last week.

* *

According to a law passed in the State Legislature last week, the tipping trust has been ousted from the hotels. In future it will be illegal for any person to accept a portion of a tip other than the person who renders the service. The custom of the tipping trust has been to buy the tipping privilege in a large hotel and then hire employes on a salary basis, the tips being turned over to the trust like the profits in any other business. Travelers have long been aware of this custom as practiced in Chicago, and, while heartily disgusted, have nevertheless been almost forced to contribute, in spite of the fact that they knew the rosy-cheeked girl at the checking room did not get the dime they dropped in her hand. It will be some satisfaction to know that hereafter all tips given will go where they belong.

* *

John McDonald, traveler for the Knowles, Taylor & Knowles Co., East Liverpool, was in the city calling on his friends last week.

George R. Spinney, of the Cambridge O. Glass Co., the busy boy of the local trade these days, plans to add a stenographer to his office force lo look after the details of his increasing business.

* *

Great preparations are being made for "Market Week," which is to be held here between Aug. 1 and 7. The State street merchants are said to be strongly in favor of the plan, and are boosting the idea with poster stamps and by other means. Mayor Thompson has been asked to decree an official week, with an invitation to buyers in other cities to come here for their fall shopping.

* *

Frank Tinker is taking his vacation somewhere in the woods of Northern Wisconsin. He will return to his desk at the Cut Glass Products Co. in about two weeks.

OBITUARY.

FRANCIS ROGERS, head of Francis Rogers & Sons, owners of one of the largest department stores in the Bronx, died Tuesday at his home in New Rochelle, in his eightieth year. He was born in Ireland, and came to this country when a young man. In 1873 he started in the dry goods business at Eighth avenue and Thirty-sixth street, and after remaining there for twenty-five years removed to Third avenue and 143d street. He is survived by his widow and four sons.

ADVERTISING VALUE OF AWARDS GREATLY LESSENED.

BUSINESS firms which win medals for the excellence of their displays in the industrial division of the Panama-Pacific Exposition will not be allowed to reproduce them in any way, either for advertising or other purposes, until a special Act of Congress removes the restrictions that now surround the reproduction of the products of the United States Mint. Nor will these winners be allowed to reproduce the diplomas, or certificates, which are given with the medals in question until Congress acts, because they are produced by the Bureau of Engraving and Printing. As Congress will not meet again until December, this restriction is expected greatly to lessen the commercial value of the awards tha are made previous to that time, unless a special form of dispensation can be obtained. A movement to obtain such a dispensation is expected to get under way shortly.

COAL SITUATION IN FRANCE.

UNDER date of May 29th Consul Kenneth Stuart Patton, Cognac, France, writes: The prices of the cheaper and consequently more-used coals have doubled since the war, while those of the more expensive grades have increased by fifty per cent. The present wholesale prices of Cardiff coal are: Lump, $12.93; large, riddled at the mine, $11.97; run of the mine, about fifty per cent large coal, $11.77; run of the mine, about thirty per cent large coal, $10.95; small mine coal,

$10.23; siftings, for forges, $9.84; fine siftings, $8.59; small lump, $13.22; house coal, medium size, $14.48; house coal, small, $14.67.

The normal freight of coal from Cardiff to La Rochelle, La Pallice, Tonnay-Charente and Rochefort runs about four shillings ($0.97) per metric ton. It is now said that this freight has been increased to twenty-eight shillings ($6.80), although this figure cannot be controlled, owing to the fact that the importers own their own vessels. The market for this region is considerable,as these ports feed the district of Limoges and (to some extent) Bordeaux.

ONLY THE MANUFACTURING END.

NEW YORK, June 2.

Editor CROCKERY AND GLASS JOURNAL.

I noticed in your issue of July 1st that from private sources you have learned that English glass factories "will be closed down on June 30th." This is not quite correct, as they are shipping goods as usual, and anticipate being able to do so for a great many months to come. Your notice is a little misleading.

E. J. RIDGWAY.

[Perhaps we should have been more explicit. But we supposed it understood that the closing down of a factory refers only to its manufacturing end. Of course it will continue to ship goods as long as it has them.—ED.]

JOTTINGS BY A QUIET OBSERVER.

TUESDAY was decidedly an off day. Mails were exceedingly light. Men yawned at their desks and longed for closing time. No one expected much business, and no one was disappointed.

Curious to know how the members of the trade spent the holiday, two score or more were asked what they did to amuse themselves on Monday. The most exciting things elicited were golf, tennis and croquet. Here is the average programme: "Read the morning paper, played around a bit in the afternoon, took a walk before bedtime, and turned in early."

The retail stores are not alone in the clearing out of old stocks. Many importers are doing likewise. Ware that has been stored away and almost forgotten is brought out for display, and some of it is so good in both design and execution that it puts the more modern ware to shame. Why has it lain dormant for years? Because the average buyer is always looking for "something new."

Walk through any of the small parks in this city, and you will see hundreds of idle men. And yet laborers are scarce. The majority of the unemployed are clerks, salesmen, bookkeepers, and the like, unfitted for manual labor, and lacking the strength required for handling pick or shovel. No class is suffering so much. How some of them exist is a mystery.

Talk about luck! Last Saturday, when nearly every other establishment was closed, one firm which had kept open because of certain conditions outside of any expected business entertained a buyer who had received a call for something to be delivered immediately and had dashed into New York by an early train. It happened that the thing he came especially for could not have been found elsewhere, and, moreover, the firm had had it in stock for more than twenty years without a call for it.

If the Bard of Avon were alive to-day he wouldn't be content with simply stating that "the times are out of joint." It takes pluck to meet the conditions brought about by the present world upheaval. The disastrous effects of the European cataclysn are felt here in more ways than one could have thought possible. But peace will eventually come, and with it an undoubted era of prosperity for this country. So let's be cheery, and make the best of things.

BUSINESS BRIEFS.

The F. W. Woolworth Co. has established a store at Mt. Gretna, Pa.

* *

The Metal Toy Mfg. Co., this city, has been incorporated with a capital stock of $25,000.

The Standard Sanitary Sugar Bowl Co., Manhattan, was incorporated this week with a capital of $50,000.

* *

M. Weinberg, Trenton, N. J., is making an addition to his department store, to be devoted to house-furnishing goods.

* *

The Mays Landing Cut Glass Co. has just signed a contract with the United Cut Glass Co. which gives them work enough to run until September.

* *

The Wayne China Co., Wooster, O., has been incorporated with a capital stock of $200,000 by Arthur F. Calerdine, Charles U. Harris, Louis P. Mauger, Edward J. Quigley and A. Z. Wheeler.

* *

F. E. DeWaters, as treasurer of a company operating five and ten cent stores in Elmira and Little Falls, N. Y., and Athens, Pa., has filed a petition in bankruptcy. The liabilities total $29,899.12 and assets $11,000.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 8, 1915.

GOOD POTTING.

ARTISTIC pottery and good potting are not always found in the same article. A vase may be artistic in shape and decoration, and at the same time be very badly potted. A Satsuma vase is acknowledged to be art pottery, but no one will claim that its potting is good. And there is just where the trouble lies. People will buy that which pleases the eye, without regard to whether or not it is properly made. Some potter tries his best to turn out goods in a workmanlike manner, but his efforts are nullified because a competitor producing poor ware with a showy decoration will undersell him, no account being taken of the excellence of the potting.

A few—a very few—buyers know good potting when they see it. Many of them have never been inside a pottery—or if they have it was just to walk through the plant. They do not know anything about the method of mixing clays or the process of manufacture Few ever read books on the technical part of the business, and are more concerned about price than quality. It often happens that a salesman will call attention to the good potting of a line, only to be met with the reply that the buyer wants something to sell for a dollar, and if the well-potted ware does not come within that limit will pass it by.

Some buyers, of course, know good ware and would give it the preference were they not handicapped by a sales force incapable of showing customers the difference. Many of them strive to explain to their help, but are largely unsuccessful. A piece of earthenware stamped "china" becomes china to them, no matter how often they are told to the contrary. When they do not know the difference between C. C., P. G. or semi-porcelain it cannot be expected that they shall be able to call a customer's attention to the beauties of a well-made piece of goods. Almost hopeless as the task is, some buyers have attempted to educate their salespeople by delivering short lectures after business hours on ceramics. While a few, having the requisite knowledge, are able to do this, there are more who cannot. And some of those who can will not bother about it.

PERSONAL.

LAST week John J. Hines played his first game of golf, with Arthur A. Bean as coach and Thos. G. Jones as assistant. The next day Mr. Hines was feeling as if he had been pounded with sledge-hammers, but was very happy withal. He says he thinks it is a great game, and does not wonder the players are enthusiastic. If he puts in a lot of practice between now and October he will be a formidable competitor in the final game of the Association.

J. J. Niland, head of the J. J. Niland Co., cut glass manufacturers, Meriden, Conn., was a visitor in town last Thursday.

Wallace Thomas, manager of the Diamond Glass Co., Indiana, Pa., was here last week conferring with the concern's local agents, the Horace C. Gray Co.

Frank Freese, manager of the lighting glassware department of the United States Glass Co., Pittsburgh, was a visitor at the salesroom of Malone & Nicholson, local agents for the concern's lighting line, the latter part of last week. He also dropped in for a chat with Manager Craig of the New York office before leaving for home on Friday.

K. E. Wadsworth, a former salesman with Frederick Skelton, is temporarily assisting the latter during the absence of his brother John, who is vacationing at Asbury Park.

Paul A. Straub is spending his vacation in Sullivan County.

Wm. R. Noe, head of Wm. R. Noe & Sons, is enjoying his summer home at Boothbay Harbor, Me., where he was joined last week by his sons, Eugene and Harold, who will spend their vacations there.

J. W. Patterson, who has been manager and treasurer of the George Cook Crockery Co., St. Joseph, Mo.,

for the last seventeen years, has accepted the position of sales manager with the D. E. McNicol Pottery Co., Clarksburg, W. Va.

H. C. Hubley, representing Ferdinand Bing & Co.'s Successors, has returned from a three months' business trip to the Coast.

Kenneth Lockitt, of C. Dorflinger & Sons' sale staff, sailed last Saturday for a three weeks' trip to Porto Rico, where he will call on the trade and attend to other business for the concern. Mr. Lockitt's familiarity with the customs of the country and his expert knowledge of Spanish will be a valuable aid to him on his trip.

Albert Rehberger, of the Saul Mfg. Co., who recently joined the ranks of the Benedicks, returned from his honeymoon at Old Point Comfort on Tuesday. Mr. Rehberger says that the Saul-Rehberger partnership is now running smoother than ever, since its matrimonial affairs have been equalized.

"Eddie" Hammond, of the E. W. Hammond Co., forgot business troubles over the holidays and motored down to Atlantic City accompanied by a party of friends.

Geo. R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., spent several days in town last week, making his headquarters at the offices of the Horace C. Gray Co.

Walter Lazure, traveling representative with the United Stases Glass Co.'s line of blanks, arrived in New York last Friday to spend the Fourth. While here he called on Thos. G. Jones, with whom he was formerly connected, as well as other friends in the trade.

Herbert Ailes, secretary and treasurer of the Beaver Valley Glass Co., spent several days here last week conferring with the concern's local representative, Frederick Skelton. When he left for home it was with the intention of stopping off at Philadelphia and Washington en route.

"Vick" Benedikt will forget that such things as china and glassware exist for the next two weeks, having left last Saturday, accompanied by Mrs. Benedikt, for a sojourn in Maine.

Having finished his spring traveling for the Phoenix Glass Co., Harry B. Whitney is now in New York, and will remain here for some weeks to come.

Theodore Jones, of the Jones, McDuffee & Stratton Co., Boston, was in New York for a short visit this week. He says that business is excellent, in hotel lines particularly, and also in the retail deparment. The packers are so busy that they are working overtime.

C. H. Wessell, formerly with Nugent & Co., St. Louis, has been buyer since July 1 for the Kaufman-Strauss Co., Louisville, Ky.

Alex. H. Patterson, of the Phoenix Glass Co., was at his office this week after an enforced idleness occasioned by a dislocated shoulder. He fell from a trolley car on his way to Coney Island on June 26. Besides the trouble with his shoulder, he was bruised and badly shaken, but is coming along all right.

A. P. Doctor had the misfortune to lose a valuable diamond ring last week. He had been wearing it regularly, and all at once missed it. He has no idea how it was lost. It has been advertised in all the daily papers, but so far he has failed to get any information regarding it.

Alex. H. Renwick, of the wholesale firm of Jenkins, Renwick & Cunliffe, Ltd., Vancouver, B. C., arrived in New York on Monday to place orders with the trade here, and on Saturday sails for England to procure new goods. He is stopping at the Hotel McAlpin.

Mrs. Frank A. Sebring, of Sebring, O., who, as narrated in last week's issue, was injured in an automobile accident in Cleveland, was taken home and is improving nicely.

AFFAIRS OF J. B. GREENHUT CO.

THE attitude of those interested in the settlement of the claims against the J. B. Greenhut Co. was optimistic when we went to press. Counsel and committee representatives of all interests seemed to feel confident that a modified plan of reorganization would be adopted, but no one was prepared to give the details

It appeared that the final settlement of the bankruptcy matter rested with the bondholders of the J. B. Greenhut Co. and with Captain J. B. Greenhut himself. The two main committees of merchandise creditors, which have differed hitherto on the reorganization plan, seem to have come together in agreement on the original plan with the understanding that Captain Greenhut or a syndicate organized by him shall purchase for cash a percentage of the stock in the reorganized company allotted to the merchandise creditors. But Captain Greenhut's consent to this arrangement had not been obtained, it is understood, nor had the bondholders,

who must subordinate their claims if the plan is put through, finally approved it. However, it is thought that the bondholders and Captain Greenhut will agree to the proposed plan of reorganization and settlement.

THE SALESMEN'S OUTING.

THE first of a series of meetings of the general committee for the purpose of completing arrangements for the Salesmen's outing to be held July 31 will be called by Chairman Fred. Brey at noon on Friday at the office of the Secretary of the Association. Mr. Brey has been receiving reports from his associates for several weeks past showing an unusual interest in the picnic this year, together with an excellent advance sale of tickets. Everybody is working to make it the most successful outing ever held by the Association.

EVOLUTION OF THE POTTER'S ART.

IT is not until one begins to study into the subject that the real value and place of the potter's work in art, literature and history is discovered. History shows that men became potters just as they became hunters—by the sheer force of neccessity. Primitive pottery was all made on the same lines, but as the industry developed and its history began to be recorded, each nation evolved distinctive characteristics. The Egyptians produced schemes of glowing color, the Greeks made marvels of plastic form. The influence of Persian, Syrian and Damascan artists was distributed throughout Europe by the way of Rome, and it can be traced in all branches of European pottery down to the present time. It was during the Mohammedan conquests that the potter's art reached its highest expression in the Occident, and Saracen potters began to spread it through Spain, France and Italy.

No primitive pottery reveals any trace of the knowledge of glaze, though much of it was highly polished, and in some cases a kind of varnish which may consider the first form of glaze was applied. It was for the French and Italian craftsmen to discover the first authentic glaze.

Crude attempts at portraying on pottery the peasant life of the countries, pictures of religious festivals, saints, or madonnas, sea scenes, mottoes and coats-of-arms or seals of the royal families or of towns and cities, were made by all the early potters.

Among the most artistic forms of the early pottery was that produced in Faenza, Italy, from which it received its name. Perhaps more than any other kind the Faenza pottery influenced the products of other European countries. The earliest example in existence dates back to 1440 and is found in the pavement of the Caraciola chapel of the church of San Giovanni a Carbonaia in Naples. In design, the potters of Faenza adopted cable borders, zizags ,pyramid scrolls, bands of stiff radiating leaves and festoons of fruit and flowers which occupied nearly the entire surface of the plate or bowl, framing an armorial or emblematic central subject. French faience directly developed from Italian stock. The French faience departed with the importation of English goods to the Continent about 1786. As a rule the French pottery was over-elaborate and overloaded with modeled ornament.

The Delft pottery was one of the most remarkable phenomena in the history of the art. It made its apperance about 1600 in the little town of Delft, Holland, in a highly developed state of manufacture of a tin enameled earthenware. The German faience, made in imitation of the Dutch, was occasioned by the exportation to Germany of Delft wares.

Wedgwood china is of purely English origin, having been discovered by Josiah Wedgwood early in the seventeenth century, who also invented the jasper ware with white figures on grounds of unglazed blue, green and black. His pottery shows a great diversity in design and shape, and a variety of color. Later the printing press was applied to produce patterns in harmony with the times and cheaper in price.

CROCKERY IN THE PHILIPPINES.

THE Philippine Islands do not offer a very big market for crockery, but there is a growing demand from there which ought to be looked after by American potters. In 1913 they imported earthenware and china to the value of $28,350. Of this, Germany supplied $14,069, England $2,618, Japan $7,196, China $4,389, France $843, and the United States only $900. In 1914 the United States did a little better, sending $1,756, England $2,168, France $433, Germany $6,442, China $3,191, Japan $4,098, out of a total of $19,001.

THE SUCCESSFUL MERCHANT'S CREED.

I BELIEVE it my duty to purchase only such goods as will be desirable for my customers.

I believe that such goods should be purchased only in such quantities as can be disposed of in a reasonable time.

I believe it my duty to look to the honest value of the goods I sell, and never to misrepresent.

I believe in making only promises that I can keep, and to keep them at all costs and under ail conditions.

I believe in having one price, and only one, to all customers.

I believe in treating all customers with the same courtesy, rich and poor alike.

I believe, above all, in advertising, for by advertising I may achieve success and prosperity.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It is said that the American pottery manufacturers will not increase their selling lists, notwithstanding the fact that the importers have done so. An unusual condition exists in the trade this year. A year ago the domestic potteries were quite active, and import lines were also selling well. This season, while imports have been lower, the demand for domestic lines has not been up to normal. Every domestic manufacturer hereabouts, however, is optimistic concerning fall business, believing that as the season advances a decided improvement will result, and that all plants will ultimately be operating to normal capacity.

* *

The story is current here that out of nearly 100 open stock orders carried by a large Western house it would be impossible to completely fill an order for one dinner service. The incident is related to show the condition of the stocks carried by some large retail houses.

* *

A reward of $200 is being offered by the management of the Potters' Co-Operative Co. for the arrest and conviction of the culprits who have been damaging ware while standing in the dipping room. Sand was thrown on the ware, and much loss resulted.

A new record was established at Sebring, O., when the French China Co. put out twenty glost kilns in one pay of a fortnight. The largest number of kilns fired off heretofore in this time has been seventeen.

*

Probably fifteen additional kilns will be added to the domestic production during the current year. Two new ones are being built at Akron, nine at Carrollton, and several at Sebring.

* *

Additions are being completed at the plant of the Shenango Pottery Co., New Castle, Pa., which, it is said, will increase its capacity forty per cent.

* *

The Union Pacific Railroad Co. has been very successful in securing pottery shipments from this point to the Pacific Coast, over fifty cars having been taken by that line this year. It is said that domestic pottery valued at between $500,000 and $1,000,000 is sent to the Pacific Coast annually.

* *

The National China Co., Salineville, O., is modeling a new plain dinner shape, to be ready for the trade about September 1. While business with this concern has not been up to the standard, of late a slight improvement is noticeable, and it is believed that by August business will be practically back to normal.

* *

Although the Albright China Co., Carrollton, O., only recently placed its new plant in operation, plans have been completed for the immediate erection of two more sets of decorating kilns and two additional ware kilns. President M. F. Albright said: "Orders are coming in great shape, and the prospects are really beyond our expectations."

* *

The white and black dinner ware of the Knowles, Taylor & Knowles Co. is having a remarkable run. It is to be had in open stock, and is being ordered by many of the largest department store buyers.

* *

While the potters are not bringing out as many new dinnerware patterns in mid-season as in former years, close to fifty new decorations have been planned for the fall trade. Borders and sprays predominate.

Much interest is felt as to what the convention of the National Brotherhood of Operative Potters will ask in the way of changes in the working agreement. Sessions began July 2 in Odd Fellows' Hall, Atlantic City.

* *

New decorations for calendar plaques for 1916 are now available, and orders for late fall delivery have begun to arrive.

* *

With a capital stock of $50,000 the Wooster Pottery Co. has been formed at Wooster, O., by L. E. Holderman and several business associates. It is reported that the new concern will manufacture a line of cooking ware.

SUBSTITUTES FOR JENA GLASS.

ENGLISH scientists and glass chemists have been impressed, since the outbreak of the war, with the necessity of perfecting the manufacture of heat-resisting glass similar to the famous Jena glass.

The "Proceedings" of the Council of the Institute of Chemistry for February and March furnish particulars in regard to investigations which have been carried out by a committee of the Institute with the view of arriving at suitable formulae to be available to manufacturers who are willing to assist in maintaining the continual supply of glassware for laboratory and industrial purposes, which has considerably diminished as a consequence of the war. The committee was appointed last October, and consisted of Professor Raphael Meldola (then president of the Institute), Bertam Blount, Otto Hehner, Prof. Herbert Jackson, Walter C. Hancock and T. R. Merton. At their first meeting Prof. Jackson reported that, in conjuction with Mr. Merton, he had already commenced experiments at Kirgs College with a similar object in view, and that he and his collaborator were prepared to give the committee the results of their work up to date and to pursue investigations on lines to be determined. Since then the research has been continued uninterruptedly, the chief aims being to produce working formalae for all glasses used in laboratory work, and to ascertain the influence of various ingredients on the physical and chemical properties of glasses. The work has involved a careful study of the chemistry of silicates, aluminates, borates, etc., in their relation to the manufacture of glasses; and it is intended to publish a detailed report of these experiments.

Up to the present the Research Committee has reported eleven formulae for glasses for various purposes, based on the results of about 400 experimental melts on a scale large enough for drawing rods and blowing small vessels.. In addition, a great number of experiments were made in order to study the influence of the various constituents employed. The following are some of the formulae decided upon. They have been submitted to a number of manufacturers who have expressed their interest in the progress of the investigation, as well as to scientific workers who are conducting similar experiments.

SOFT GLASSES, SUITABLE FOR CHEMICAL LABORATORY WARE.

	Parts.
Sand	67.0
Sodium carbonate	34.2
Calcium carbonate	11.6
Alumina	6.5

A soft glass which does not give up alkali readily to water, works well in the blowpipe, and does not readily devitrify.

Sand	67.0
Sodium carbonate	29.0
Calcium carbonate	9.6
Calcium fluoride	1.6
Alumina	8.3
Boric anhydride	2.0

A soft glass of higher quality. Does not give up alkali under severe tests. A kindly-working glass before the blowpipe, and every difficult to devitrify.

Sand	68.2
Alumina	6.2
Barium carbonate	8.8
Calcium carbonate	13.0
Potassium nitrate	4.3
Sodium carbonate	5.5
Boric anhydride	5.5
Calcium fluoride	1.0

This glass resembles Jena combustion tubing very closely indeed. It has practically the same fusing point. It fuses on to Jena glass perfectly, and is indistinguishable from it before the blowpipe and in its behavior on prolonged heating below its fusing point. The presence of the small quantity of calcium fluoride facilitates the incorporation of the ingredients. The sodium carbonate can be reduced to 1.34 parts used in the place of the boric anhydride.

Sand	68.2
Alumina	6.2
Barium carbonate	8.8
Calcium carbonate	14.2
Potassium nitrate	4.3
Sodium carbonate	5.5
Boric anhydride	5.5

This glass is practically of the same composition as the preceding. It is not so easy to make or to work; but it does not become so opaque as Jena combustion tubing on prolonged heating. As in the preceding formula, the proportions given for sodium carbonate and anhydrous borax can be substituted for the figures for sodium carbonate and boric anhydride.

ALTERNATIVE FOR COMBUSTION TUBING.

Sand	72.0
Alumina	10.0
Calcium carbonate	11.0
Magnesia	0.5
Potassium nitrate	3.0
Sodium carbonate	11.2
Borax anhydrous	7.2

This glass is capable of withstanding high temperatures and rapid changes of temperature, works well before the blowpipe, and is free from the chief defect of Jena glass—viz, the readiness with which it becomes cloudy and finally quite opaque after prolonged use. By slight modifications of this formula, almost any degree of hardness can be obtained.

The committee consider that the formulae they have obtained and the work they have done on the various glasses justify them in the opinion that there is now information available for the manufacture of all the important glasses used in the laboratory and for industrial purposes which have hitherto been mainly obtained from abroad.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The twenty-fifth anniversary of the United States Glass Co. occurred July 1. The organization consists of a dozen plants, located at different sections. In the office force there are six men who have been with the company since its creation, and one of these has been a continuous member of the board of directors for twenty-four years. This is President Marion G. Bryce. Others who have been connected with the official family for a quarter of a century are Ernest Nickel, treasurer; Harvey Wilson, assistant treasurer; William Fisher, traffic manager; Robert Haugh, chief clerk; and John Spahr, chief clerk in the export department. The business of the company has shown continual growth during all these years, and each department to-day is working in absolute harmony one with the other. The anniversary was not characterized by any special event within the office, although the "old-timers" did not fail to bring to mind to each other incidents in the early life of the corporation.

It was reported in the district this week that while workmen in some glass factories were told to report for duty July 19, it could not be told in advance whether or not these particular factories would resume operations. Resumption of these particular plants depends entirely upon the condition of business at that time.

Eastern buyers have been very sparing in specifying requirements. It is said that where even small barrel lots were ordered at this time in previous years for summer requirements, half-dozen lots only of this or that number are confirmed this year, and shipments are requested by express.

Wholesale confectioners have been ordering small lots of both glass and tin-top display jars. These orders are for immediate shipment, and are in the main from Western houses.

The annual meeting of the flint glass workers started at Columbus, O., last Tuesday, and sessions will continue until late next week. Proposed changes in the making lists were submitted to the manufacturers sixty days before the convention. The annual wage conference will he held in Atlantic City the latter part of the month.

Word has been received from buyers in the West that they anticipate visiting the local glass market during July, and some are looked for early next week.

Glass salesmen report that stocks in retail and department stores, generally speaking, were never known to be as low as is the case this year.

It is quite likely that the glass industry will be invaded in connection with an inquiry being carried on by the Pennsylvania Manufacturers' Association to determine how the manufacturers of this State will meet the new Brumbaugh child labor law, which becomes effective January next. Considerable interesting data is now being compiled by the Manufacturers' Association on this topic.

A fair demand for office glassware specialties is reported by some factory managers in this district. Some of the ink lines are having a very fair movement.

The patented curved protected-edge blown tumbler of the United States Glass Co. is having an exceptionally strong run. These tumblers are made in plain, optic and shams, and are to be had in either cut, enameled, banded, sand-blasted or any decoration desired.

Glass decorating shops in this vicinity report a fair business on decorated assortments. The popular-priced lines are in best demand.

One of the new items seen in the district is an opal glass buttermilk mug. It is a tumbler with a handle, and is to be had in either plain or decorated form.

The new plant of the Superior Glass Co., which is nearing completion at Cannonsburg, Pa., is expected to be placed in operation soon. Mold workers and blowers are now being engaged. It is likely the firm will maintain a Pittsburgh office and sample room, but this will not be ready before September. The company was recently chartered in Delaware with a capital stock

of $50,000 by Harry Bastow and other business associates.

When the union glass workers started to work four and a quarter hours per turn, instead of five hours, the production was reduced five and a half per cent. In a year's time the loss in production per turn amounts to a heavy figure. Cutters have been working fifty hours per week, instead of fifty-five hours, and this, too, has reduced production and increased overhead charges.

The one bright spot in business is the demand for blown and stemware, on which light cut patterns are proving the more popular with retail buyers.

The annual summer vacation at the Fostoria Glass Co.'s plant at Moundsville, W. Va., began July 3d. Factory No. 2 will be closed for two weeks, and factory No. 1 for three weeks. During the vacation period all needed repairs and improvements will be made.

Hopewell, N. J. Representatives visited Hopewell, N. J., looking for a site for a cut glass factory. Mayor Smith, Dr. Robert Zulauf and Postmaster Reddan acted as a committee to show them about the town, and they were favorably impressed. While the concern is not a large one, it is in need of considerable land. If it locates there, a one-story building will be erected and employment will be given a large number of glass workers.

Steubenville, O. Profound interest was manifested at the plant of Gill Bros. Jan. 28, from the highest official down through the skilled workmen to the common laborer, in the work of casting what is claimed to be the largest single-piece electric-lighting bowl that has been pressed up to this time. Matters had been worked out to such a nicety in detail that it was a complete success, and when the huge bowl was completed and weighed it tipped the scales at thirty-five pounds. The largest single piece heretofore pressed was twenty-five inches in diameter. This measured thirty inches. Often such bowls are made in two pieces and then pressed together, but this leaves an edge or ridge. The press is the largest in existence and the mold weighs 2,500 pounds. This press requires four gatherers and seven men at the double levers. These bowls are made for the Sterling Bronze Co., of New York.

CHINA IN BOND.

DECORATED china remaining in bond at the Port of New York on June 1 amounted to $34,353; not decorated, $7,838; all other, $1,601; totaling $43,792. On the same date in 1914 the amounts were: decorated, $48,535; not decorated, $7,968; all other, $981; totaling $57,484.

POTASH IN CONNECTICUT.

A POTASH mine is being worked in Cheshire, ten miles southeast of Waterbury, Conn., where a shaft has been sunk to a depth of 1,000 feet. Night and day shifts are working the deposits. The promoters of the project are understood to be from Pittsburgh, and it is also said that New York capitalists are interested. It has been known for a long time that there are considerable potash deposits in Cheshire, but they have never been worked to any extent until the cutting off of the European supply made mining it in this country likely to be profitable.

A NEW TARIFF PROBLEM.

THE constitution of the United States was invoked last week by the Mutual China Co., Indianapolis, Ind., as an excuse for not making an appraisement on about $65,000 worth of imported goods for local taxation. The goods remain in the original packages, the seals being unbroken. It is the contention of the company that the constitution prevents further taxation than the tariff on the goods until the original packages have been broken.

LIVERPOOL EXPORTS.

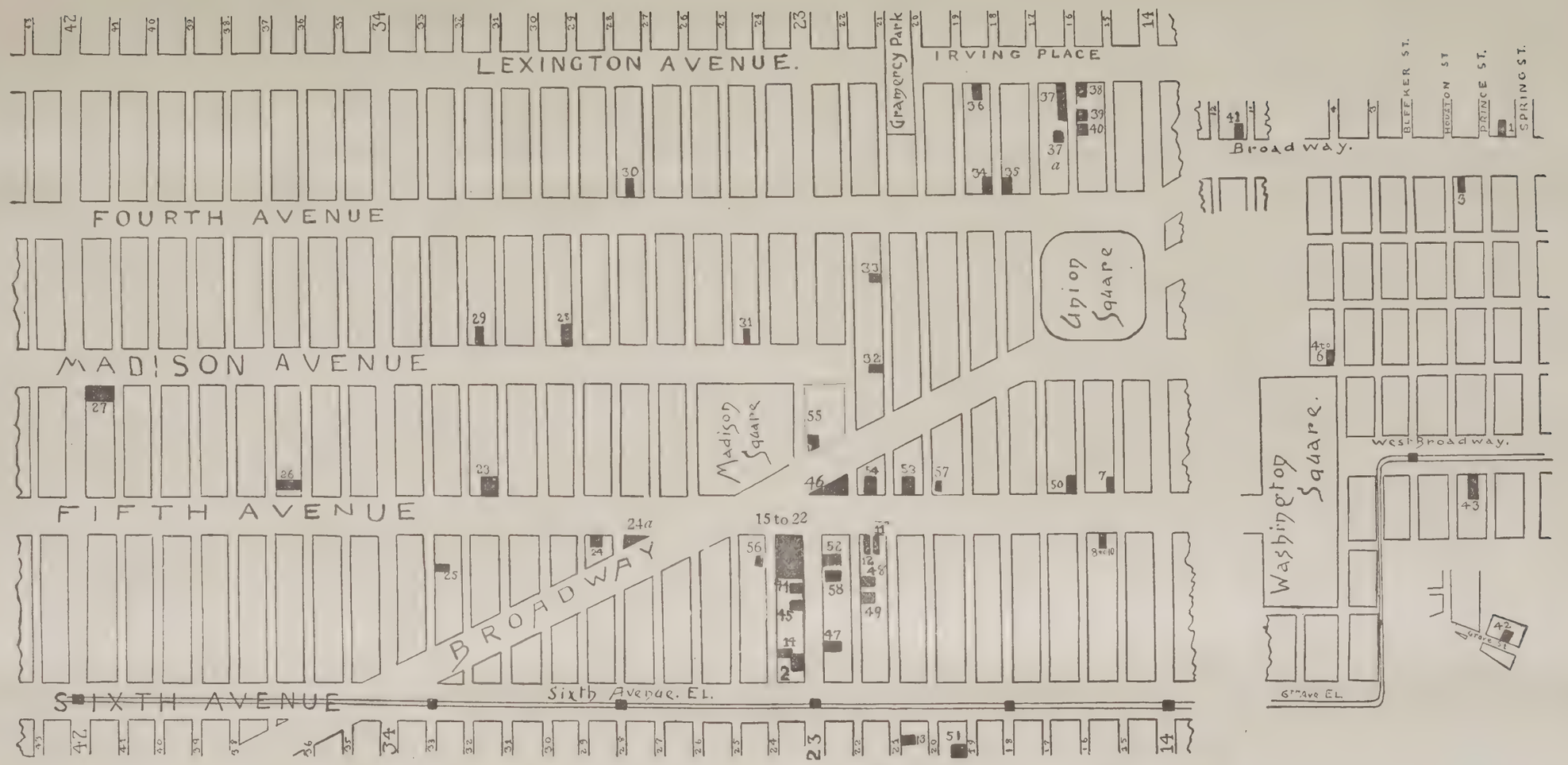
From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 19, '15	Corresponding period 1914	Exports Jan. 1 to June 19, '15	Corresponding period 1914
New York ...	44	275	4401	5576
Boston	7	12	2524	3421
Philadelphia	20	4	1594	1327
Baltimore....	144	73	4260	4327
San Francisco	....	....	746	597
New Orleans	....	....	322	680
Portland, Me..	....	....	991	994
Galveston .	....	99	....	330
Newport News.	....	....	54	67
Portland, Ore	....	....	55	....
Inland Points	....	....	298	131
Total	215	463	15245	17450

From David Inglis & Co.'s Circular

TO	Shipments month end'g June 19, '15	Corresponding period 1914	Exports Jan. 1st to June 19, '15	Corresponding period 1914
Boston .	4	12	2524	3234
New York	44	275	4401	4753
Baltimore	144	73	4260	4327
Philadelphia...	20	4	1606	1306
New Orleans	....	....	322	604
Newport News.	....	....	54	49
San Francisco	....	....	776	557
Portland, Me..	....	....	991	991
Galveston.	....	99	....	231
Portland, Ore..	....	....	55	....
Inland Points..	....	....	277	263
Total..	215	463	15266	16414

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg; Horace C. Gray Co., Fifth Ave. Bldg; Bradley & Hubbard, Fifth Ave Bldg; H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave

28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
44 E Boote, 35 W 23d
E Torlotting. 35 W 23d
45 Pairpoint Corporation, 43-47 W 23d
Wm Guerin & Co, 43-47 W 23d

50 Fondeville & Van Iderstine, 85 Fifth av
Paul A. Straub & Co., 85 Fifth av
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FOR USE IN HOTELS, CLUBS, RESTAURANTS
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BEAVER FALLS, PENNA.

Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

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14 BARCLAY STREET.



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71-73 MURRAY STREET.

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OTTO GOETZ,

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C. J. Dela Croix in charge.

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Uptown Directory—Continued.

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Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

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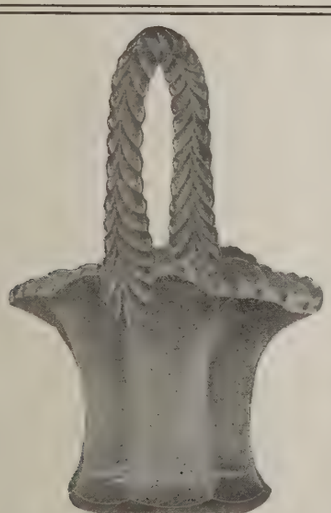
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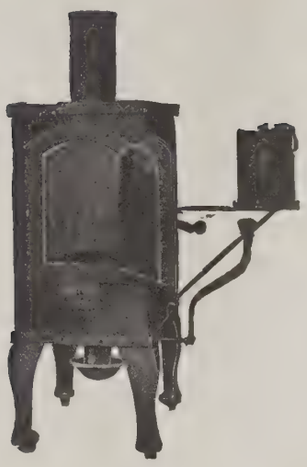
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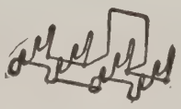
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Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

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WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

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FOUNDED 1767.

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FINE TABLE GLASSWARE.

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Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

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GLASS—COLORS—POTTERY

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CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

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A

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Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
Cuspidores and Match Safes.
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Fire-Place Fixtures, Andirons, Fire Sets.
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"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

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Western Sales Office, 180 N. Dearborn St., Chicago,

STEADILY SUCCESSFUL.

Our "GLENDORA" Dinner Shape.

Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

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THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



No. 439. Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

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Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

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These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

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No. 1191½. Portable.

awaits a buyers wh call at ou various sho rooms t inspect ou new line Gas an Electri Portable Semi-indire Electri Fixture Bowls an Glassware matc Decorate Oil Lam and Vases. All lines are now complete. Come in!

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General Offices, Pittsburgh, Pa.

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ART METAL GOODS. **FIREPLACE FURNITURE.**

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Edward Miller & Co.

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIGHT

It costs but five cents and a *few* minutes' time come to our store from *any* part of New Yo City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burner
Gas Burners, etc., etc.

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CROCKERY AND GLASS Journal

Vol. 82. No. 3

July 15, 1915

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We are in a position to supply the American Trade with

ORIGINAL, QUAINT, WELL-MADE AND PROFITABLE MERCHANDISE FROM JAPAN.

CHARACTER DOLLS
TOY PARASOLS
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Our Toy Department has been greatly enlarged to accommodate the enormous demand for these goods.

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HIGHEST GRADE FULL CRYSTAL, THAT WILL TAKE ACID POLISH.

Made by our own process, thoroughly polished.

Adapted to the new-style floral and light cuttings.

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Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
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All these patterns are being RAPIDLY placed.

If you wish to secure control of one or more for your city, write IMMEDIATELY for colored illustrations or samples.

Schierholz

Herman C. Kupper,

Importer,

52 Murray Street, New York.

Schierholz

JUL 19 1915

Profit Making Tumblers

SIMPLICITY and originality of designs, careful workmanship and glass of good color are the elements which when combined form that intangible quality known as consumer appeal.

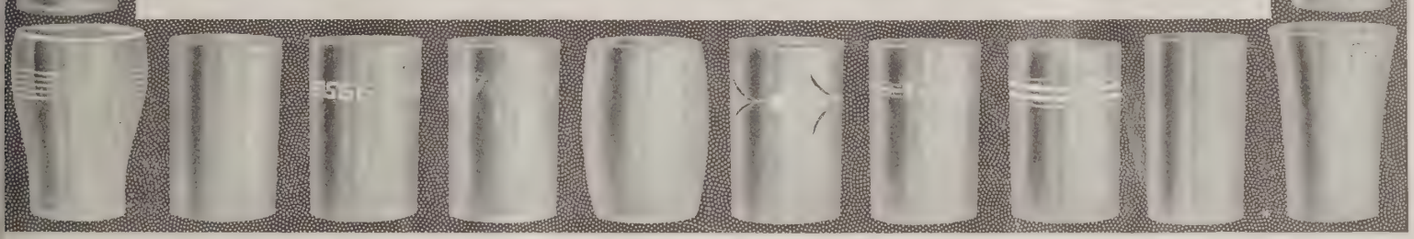
The dealer who handles Macbeth-Evans tumblers is assured of this consumer appeal, plus the well-known reputation of Macbeth-Evans Glass Company gained in their forty-five years of successful glass making.





A tumbler portfolio will be sent upon request.

Macbeth-Evans Glass Company
Pittsburgh





No. 1187. "Alpha." 18 in. high.
Combination cutting that is very popular.

Bergen Rich Cut Glass

LOOK FOR BERGEN

CUT BERGEN TRADE MARK GLASS

TRADE MARK.

Sterling Silver-Deposit Ware,

Plateaux and Brass Novelties,

Send for copy of Our New No. 51 Catalogue.

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Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

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L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

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46 MURRAY ST. - - - NEW YORK

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Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

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Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic in design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide.

Write us for detailed description; also our comprehensive sales plan.

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A. GREDELUE.



Glassware
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Light and Deep Rock Crystal.
Fancy Goods.
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FACTORIES AT
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GUERIN & CO.,

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Wm. Guerin & Co. **J. Pouyat & Co.**

See Our New Goods in Our New Showrooms,

43 to 47 West Twenty-third St.,

NEW YORK CITY.

Have You Seen Our

CATALOGUE No. 24?

Compiled especially for Crockery and Glass Trade.

GILLINDER & SONS, Inc.,

PHILADELPHIA.

La Porcelaine Théodore Haviland

Limoges

FRANCE

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 15, 1915.

THE CONDITION OF BUSINESS.

New York

Just a little simmering of trade is noticed this week—indicative of what is to follow. A few Southern buyers have put in an appearance and are placing fairly good orders. A few years ago our Southern brethren always came immediately after the Fourth of July, and this return to old-time ways is gratifying because it shows that they are in need of goods. The business placed so far has been principallv with the importers. The representatives of domestic pottery have done a little business—not heavy, but enough to give encouragement for the future.

Local glass representatives have been somewhat active, particularly in export lines. Orders that have been hanging fire for months are now materializing, and the outlook for an expansion in the direction of foreign countries is growing every week.

Except for purchases for "special sales" the department stores are not doing much in the way of buying, and the regular stores are not yet in the market.

Our reports from domestic factories are rather encouraging, some of the potteries having started up after the Fourth-of-July shutdown earlier than they anticipated, and it is announced that several of the glass factories will resume operations on the 19th. All of which shows that business is on the mend and that there is to be something doing all through the summer.

Retail trade is exceedingly quiet as a rule in and around New York, although the bargain sales of Higgins & Seiter's and the Simpson-Crawford stocks show that there are people who still have money and are willing to purchase when they get the proper inducements. The Simpson-Crawford stock does not amount to a great deal, the total value of crockery, glass and lamps being appraised at about $30,000; so its dispersal should not have much influence on the market. The Higgins & Seiter stock, on the contrary, was big, and a large amount of ware has been distributed among retail purchasers. Country trade is fair, but the seaside and mountain resorts have proved rather a disappointment so far, the continued cool weather having had a depressing influence on attendance at these places. In fact, except for week-end trips, the shore resorts are suffering very materially. A warm spell will remedy this, of course; but in any event the season will have proved a short one.

The outlook for the fall grows better all the time, for the shortage of goods is growing greater every week. Dealers are beginning to feel the want of German goods severely. Buyers of this class of merchandise have held off from taking other lines in the hope that they would be able to get all they wanted from Germany and Austria Possibly they will later on, but so far little progress has been made in opening up channels of communication with those countries. The shortage is expressing itself in numerous inquiries about domestic wares and low-priced French and English goods to take the place of German china.

From fields outside of the crockery and glass trade better reports are coming in, showing that the general

business of the country is improving. Pittsburgh steel mills are working to capacity now, largely on domestic orders, though, of course, war supplies are also in increasing demand. The wheat crop will be as large as, if not larger than, last year, which was a record-breaker; the cotton planter will undoubtedly find a market for his product, as efforts are being made to protect him; and the fruit crops are simply wonderful. That the crockery and glass trade will have its innings there isn't a shadow of doubt. It is only a question of time.

Pittsburgh and Vicinity

A fair volume of business is reported by glass manufacturers in this territory, notwithstanding the fact that many factories are at present idle and the salesmen home. Mail business is better than many anticipated it would be at this season, and this causes some to believe that "the turn of the road" has been reached. Some plants will resume operations next Monday. Seasonable lines are in demand. An improvement in collections is reported from some sections.

East Liverpool and Vicinity

Pottery manufacturers in this territory hold that the outlook for business for the late summer and fall is most encouraging, their opinions being based upon information received from buyers and salesmen now on the road. It is also said that shipments for July will be larger than those for the same month last year. Many pottery plants resumed operations last Monday, and others will start next week.

THE TREND OF BUSINESS AND CREDITS IN ARGENTINA.

WRITING from Buenos Aires, John H. Allen, manager of the Buenos Aires branch of the National City Bank of New York, says: The present credit situation in the Argentine Republic and what may be looked for in this respect in the immediate future are questions of as great vital importance to the American exporter as is the question whether or not there is a market for his goods. If there is a market for his goods, and this seems to be an established fact, the question arises: Can the North American merchant at this time and with a reasonable degree of safety extend credit to his Argentine customers? Although the present conditions and the possibilities for the future are of vital importance for consideration at this time, it may be well to refer to the causes which led up to the crisis through which this country has been and is still passing. A knowledge of the cause of things will enable one to recognize the danger signals of a future repetition—warnings which always exist, but which frequently remain unseen.

The Argentine Republic is at this time recovering from the depression resulting from the financial and business crisis which came into existence in the early part of the year 1913 and which continued to be severe up to the close of 1914, the extreme depression reaching perhaps its zenith during the month of August last, immediately after the outbreak of the European conflict. The causes of the business and financial conditions were abnormal use of credit, land speculation and crop failure. The first two factors have been encouraged and supported by the banks and institutions of credit, apparently attracted by the high interest rates obtainable for mortgage and other loans, the allurement of which appears to have been so strong as to cause the lenders for the time being to lose sight of the fact that with an increase in interest rates comes a proportionate decrease in the quality of security. This fact, however, was impressed upon them during these same years of 1913 and 1914 when the prices for land dropped to so low a figure that foreclosure sales rarely found purchasers for an amount sufficient to cover the amount of the loan, and when business houses were unable to meet their obligations. Credit extensions by the banks had been freely made for years under a system which appears remarkably lax when compared with the thorough methods prevailing on the part of the American banks in their investigation into the affairs of prospective borrowers prior to giving credit.

When the crash came, land values dropped in a few months to about one-half of the prices previously prevailing. Land prices are, as a rule, the last to improve after a period of depression, and with the large number of parcels of city, suburban and country property awaiting buyers there is little probability of any increase in value for an indefinite time. Meanwhile, and until values increase substantially, many of the banks are carrying large amounts of loans on real estate, upon which they can realize only at heavy losses.

The extreme depression continued until August, 1914, when the European war broke out, and brought to a climax a situation complicated badly enough already. That month there were failures to the amount of $90,000,000; exchange rose to prohibitive figures and the Government was forced to declare a bank holiday for an entire week. A home moratorium as well as an international moratorium was established. Matters gradually adjusted themselves, however; the banks opened for business, and while there were runs on two or three of the institutions they survived, with but one exception, and towards the latter part of 1914 a gradual, but steady, improvement set in, an improvement which has continued and which has resulted in a decided change in conditions as compared with those of last October and November. Continued improvement will be necessary, however, before the country can be described as being on a normal basis again, and this will require at

least another full season of good crops with good prices. Meanwhile, further failures may be expected; but it seems reasonable to assume that of the failures destined to take place before the crisis shall have fully passed, 80 per cent have thus far materialized; it is also quite probable that the liquidation of many houses which are now being carried by the banks will continue.

When the international moratorium shall have expired the condition of houses having foreign credits will be more or less disclosed. This condition it is difficult, if not absolutely impossibie, to ascertain at the present time, and, while the attempts of the European houses to arrange for the liquidation of these accounts may not result in many failures, it will in all probability cause many private settlements. It is therefore very important for our American merchants in extending credit to houses in South America to remember that the international moratorium is still in existence and they should therefore exercise extreme caution and endeavor to ascertain, if possible, the condition of the European credits that have been extended to their prospective customers.

Concerning future credit conditions, these in conjunction with conditions governing at the present time are of importance for consideration by the merchant interested in this field. While we can describe the conditions at present prevailing, only an expression of opinion is possible regarding the future, as the Argentine is still in a convalescent state and is by no means to be considered normal. Should excessive rains or other causes prevent the harvesting of the present crop, as was the case last year, the result would be disastrous. It is with no satisfaction, however, that the American merchant in inquiring regarding credit and business prospects in the Argentine receives an evasive answer or one indicating indifference or ignorance regarding these conditions. With this in view, therefore, rather than indulge in predictions, let us see precisely what the facts are, and from these the merchant interested will be enabled to form his own conclusions as to the future.

Perhaps the most important points having a bearing upon this subject are these: By reason of the heavy exportations at record prices, and the decrease of imports, a large trade balance in favor of the Argentine will exist at the end of the year. It is estimated by the Government that this balance will be approximately $400,000,000, but this would appear to be an optimistic estimate, though time may prove it to be warranted. A safer prediction, however, would be $300,000,000. General business conditions have greatly improved; this improvement is continuing and has been so for fully six months. Crops of wheat and linseed have been fairly good and the prices obtained have been high. The wool season is over, the wool having brought record prices. Hides have gone out in large quantities also at good prices, while meats and by-products have gone and are continuing to go out in satisfactory shipments. Everything points to a record corn crop, with prices remaining high, the only element now required to make it a success being suitable weather. There is a supply of gold in the Argentine larger than ever before in the history of the nation. Importations are small, stocks of merchandise are rapidly becoming normal, and economy in Government circles is practiced to a commendable degree. Merchants are hopeful, some are optimistic, but all are sufficiently near to the recent experience to feel a restraining influence on any tendency to go ahead too quickly; confidence is not yet restored, but this will come in time. The banks, which were to no small degree clearly responsible for the heavy over-extensions of the merchants, having learned the wisdom of conservatism through the sad experience of heavy losses, will undoubtedly extend credit less freely, and this to the mutual benefit of their clients and themselves. In consequence of this it is a safe prediction that a more thorough investigation into conditions will be made in the future and that balance sheets will be more frequently required before credits are extended.

The foregoing evidence of improvements is qualified by some facts and by some possibilities. Among the former, the Government finances will show a heavy deficit for the current year—the revenue from imports, which is a source of its chief income, already showing a loss of about 40 per cent of the proportionate estimated revenue as shown by the budget. General business conditions are still unsatisfactory and some more failures may be expected. The ever present possibility of heavy rains setting in during the months of May and June should not be ignored, the corn crops of 1914 having suffered enormous damage from this cause and from the lack of proper storage facilities on the farms. Some damage must be expected from these same causes this year, but it is to be hoped that it will be considerably lessened because of the improvement which has since been effected in providing additional storage sheds and facilities on the farms, but which, unfortunately, are as yet by no means adequate to the demands of the crop.

In view of the foregoing it seems that if our merchants exercise discretion in according credit, limiting it more or less to ninety days sight, and if they will keep in close touch with the New York office of the National City Bank of New York with a view of being kept thoroughly informed from month to month regarding developments in this field, they will, in extending credit at this time, be assuming nothing more than the ordinary business risk incident to commercial transactions when carried on between different countries.

A CHANCE TO SECURE BUSINESS.

THE annual July Furniture Exposition opened in the Grand Central Palace Building on Monday and had about the normal attendance of buyers for the first few days. The registration on the opening day was 101, the majority of whom were from a distance. As many

of these buyers carry lines of china, glassware and lamps, there is an opportunity for concerns in the trade to get business. The registration list may be had by applying in person to the clerk at the registration desk.

AT PITTSBURGH.

IMPORT salesmen who opened here Monday hold that fall business is bound to be good, judging by the current run of orders. The toy salesmen are in an exceedingly happy frame of mind. In the Pittsburgh district there is a decided improvement in industrial conditions, and this is reflected by the small trade. The Monongahela Valley is ready to buy its fall lines, and the coal and coke districts are also showing a liberal spirit. Salesmen who have been down the Ohio and Mahoning valleys report a decided improvement thereabouts, the buyers showing a very optimistic trend.

* *

Fred Classen has been here with the lines of the Cut Glass Products Co.

* *

H. H. Thomas, with the Tuska lines, opened at the Colonial-Annex Monday, his display being the most extensive maintained here in several years.

* *

T. T. Fryer has opened at the Colonial with the Tajimi lines, and will remain for about ten days.

* *

B. W. Miller, with the samples of the Koch Importing Co., Baltimore, Md., is at the Colonial. He is featuring toys and holiday novelties in great variety.

Mr. Weideman, with the lines of the Laurel Cut Glass Co., Jermyn, Pa., was in the district last week, and while here visited the blank manufacturers in this territory.

* *

At the Ft. Pitt Hotel were Cecil Taylor, with the Taylor, Smith & Taylor pottery line; Edward J. Touhill for the Colonial, and Thomas A. Copperstone for the Vodrey Pottery Co.

READY SELLERS.

THE illustration below shows a few pieces of the "Dandy Line" yellow ware, made by the Brush-McCoy Pottery Co. Although on the market for only a comparatively short time, the ware has been received with favor wherever shown, as is testified by the number of reorders received and the increasing demand for it.



"DANDY LINE" YELLOW WARE, BY THE BRUSH-McCOY POTTERY CO.

WANAMAKER GIFT TO CLERKS.

THE seventy-seventh birthday of John Wanamaker was celebrated Monday with the opening of an athletic field for employees on the roof of the John Wanamaker store at Philadelphia. The dedication exercises, which included an address by Mr. Wanamaker, were attended by 400 employees who have been with the store twenty years or more; athletes of the Meadowbrook Club, and a score of guests. A bouquet of seventy seven carnations was presented to Mr. Wanamaker by Captain Katharine Dunn of the Girl's Battalion of the Wanamaker Institute.

The athletic field consists of a cinder running track, ten laps to the mile; a sixty-yard straight-away; two squash courts, a volley ball court, and two tennis courts. A building will be erected for shuffleboard tables, bowling alleys, and a gymnasium.

THE METROPOLITAN MARKET

Morimura Bros., who lately established an art department, are fast filling it up with fine pottery. Last week they opened a quantity of modern Chinese ware which includes sugar jars in powdered blue, and fish bowls in three sizes, 12, 14 and 16 inches, in famille rose on a green background made up of arabesque figures. A number of pieces of both black and white Hawthorn, some umbrella stands in Kinran style, others in blue and white, and a large number of vases ranging from 10 to 24 inches in a great variety of shapes and colors, are also on display. They have a long line of ginger jars and some new square vases with green and black borders and arabesque flowers and birds. There is also a long line of solid colors, such as sang-de-bouef, green, yellow, light blue and mottled. The cream of the collection consists of some fine specimens of ornamental pieces of the Kea-Kin, Hien-Fung, Yung-Ching, Keen-Lung and Tsing-Keen-Lung-Chi eras. These are all genuine, authenticated antiques, and will be rare purchases for dealers who are looking for something out of the ordinary.

H. Benedikt is exhibiting the first installment of dinnerware samples from the George Bros. Pottery Co., Kittanning, Pa , for which he was recently appointed agent here. Two very pleasing shapes are shown—one plain, known as the "Ranier"—both well-proportioned and destined to prove good sellers.

One of the most popular items recently sent by the Tarentum Glass Co. to the local agent, W. F. Rood, is a crushed fruit bowl particularly pleasing in shape and yet very practical.

A new non-chippable tumbler just gotten out by the Macbeth-Evans Glass Co. possesses remarkable non-breakable qualities. It is so shaped that no matter where it strikes when falling it always lands on a round surface, and the force of an ordinary fall makes no impression upon it. The edge is protected by a bulge near the top, preventing it from becoming chipped. These qualities, together with its attractiveness, give it the advantage of unusually strong talking points. This is only one of an interesting line of plain and decorated tumblers made by the concern, and on display by the company's local agents, Bates & Ledden.

Fall buyers visiting the salesroom of Cox & Lafferty will find in addition to a variety of other new items an entirely new Colonial line which the Imperial Glass Co. has just sent in. The mere name "Colonial" does not suggest anything very original in glassware, but this particular conception is decidedly different from what is usually seen, getting away from the set style one ordinarily expects to find in a Colonial pattern. The care as to detail and finish is very marked. It will be made in everything for table use, including a line of stemware.

L. Straus & Sons opened this week a beautiful line of Ruskin pottery ware—high-grade English goods in iridescent colors and exceedingly thin and light in weight. The line comprises bowls ranging in size from six to eighteen inches, and other small pieces.

William H. Stockdale is almost daily in receipt of some new article of pottery from the Roseville works. This week he has half a dozen pieces in a black glaze which to our mind is the most perfect we have ever seen. It is so remarkable that every dealer in art pottery will be interested in it.

A new assortment of hotel ware from the Onondaga Pottery Co. is being displayed by A. H. Ledden. It comprises exceptionally neat line treatments as well as floral and figured designs in a variety of colorings. Black and white patterns are prominent in the display.

The United States Glass Co. are highly gratified at the success of their new blank line, which has been received with enthusiasm by the glass cutters wherever

shown. The quality of the glass, reasonable prices and originality of the shapes are three good reasons for its welcome. The first installment of the line is being shown by Ed. Craig at the New York office.

JOTTINGS BY A QUIET OBSERVER.

THERE are some pretty bright minds behind the Greenhut Co. It looks very much as if the lawyers had "put it over" the creditors. On the face of the scheme the Captain, when he gets through, will own the real estate at a much lower figure than what it originally cost, and likewise come into possession of a large part of the other assets at a reduced valuation, as many of the merchandise creditors will take the cash offer because they need money and cannot afford to wait for prospective profits. Capt. Greenhut is reputed to be wealthy outside of the business, That he is able to raise his first offer of twelve and a half cents to thirty-seven and a half shows that he has resources. The affairs of the concern have certainly been well handled —for Greenhut.

It often happens that a buyer drops in on a salesman socially, not being in need just then of any of the latter's wares, and, "to save hard feelings," says to the china salesman that he is in the market only for toys, and to the toy salesman that he is buying nothing but china, and stopped in merely to say "How d'ye do?" That is all very well; but suppose a salesman in another establishment has sold china to the buyer who was "only buying toys," and next day mentions the fact to the other chap!

Nearly a year has elapsed since the war in Europe began, and yet it is the absorbing topic everywhere. No matter where or for what purpose people meet, in ninety-nine cases out of a hundred the subject is bound to come up. Everybody is more or less affected, and the crockery and glass men not the least, by any means. Germany has been sending us nearly one-half of all the china coming to this country from abroad, and of our more than forty thousand dealers at least one-half have been selling German goods. The other foreign manufacturers of china, earthenware and glass are laboring under great difficulties in producing and shipping, and the domestic manufacturers are interested because they see opportunities in the future. No wonder members of the trade find it an absorbing topic.

It would be hard to say just how many times the affairs of Higgins & Seiter have been on the verge of settlement, so that business could go on under the old name. Every time, at the last minute, something cropped up to undo the plan. This week another arrangement is being discussed and there is a strong probability that the project will materialize. But you never can tell. Details are withheld for the present. Another week ought to see the matter definitely settled one way or other.

WAGE INCREASE RESOLUTION KILLED.

IT is believed that the action of the convention of the National Brotherhood of Operative Potters, in voting down a resolution having for its object a ten per cent general wage increase, insures the steady operation of all plants, and that the biennial wage conference will result in an amicable agreement. It is reported that this resolution created a turmoil on the floor of the convention. It was pointed out that to fight for such an increase at this time, in view of business conditions, would create trouble.

Resolutions were passed allowing the finishers in the clay shops a corresponding wage increase with that of the jiggermen who employ them.

Just how many wage resolutions were put through to be acted upon by the joint conference committee will not be known until the United States Potters' Association is officially notified by the Brotherhood. It is said that the operatives will ask for readjustments in the price list for making plain edge C. C. dishes to conform with the granite prices and the scale for drawing bisque kilns. They will also ask for the establishment of a ratio of apprentices and rates among the warehousemen, and a ratio of apprentices in the decorating branch.

OBITUARY.

ON Monday, at his home in this city, Augustus Sartorius, head of the firm of A. Sartorius & Co., dealers in bronze powders and artists' materials at 57 Murray street, died from the effects of bichloride of mercury tablets, swallowed by mistake. At five o'clock in the morning a daughter of Mr. Sartorius was awakened by groans in her father's room. He said he thought he had swallowed poison. A physician was summoned and an effort made to save Mr. Sartorius's life, but he died within a few hours. Deceased, who was sixty-three years old, had suffered from insomnia and had been in the habit of using bromide powders to induce sleep. The medicine chest contained many drugs with which Mr. Sartorius had made experiments as an aid to his business.

Thomas T. Taber, of Staines, Bunn & Taber Co., Brooklyn, dealers in gas fixtures, died on Sunday at his home in Montclair, N. J., in his fifty-third year.

Miss Elizabeth Cartwright died Tuesday at her home in Ridgeview Park, Pa. She was the oldest daughter of the late William Cartwright, a pioneer pot-

tery manufacturer of East Liverpool. Three brothers, Fred, Harry and Ambrose J. Cartwright, of East Liverpool, and one sister survive.

THE ENGLISH GLASS SITUATION.

NEW YORK, July 9.

Editor CROCKERY AND GLASS JOURNAL.

In your issue of July 1st you stated you had information from private sources that English glass factories were to close down on June 30, owing to the lack of potash. We have had no such advice from our factory (Stevens & Williams), and inasmuch as they are one of the largest manufacturers of glass in Great Britain your statement is not altogether true. JOHN DAVISON.

NEW YORK, July 9.

Editor CROCKERY AND GLASS JOURNAL.

With reference to my letter of July 2, you do not make it clear that English glass factories are still manufacturing glassware, and that Messrs. Thos. Webb & Corbett have sufficient potash to last them for a considerable period. MEAKIN & RIDGWAY.

NEW YORK, July 9.

Editor CROCKERY AND GLASS JOURNAL.

Your note on page 18 of your July 1 issue may lead to confusion; also your reply to Mr. Ridgway's letter in to-day's issue. The Stourbridge district is the chief centre for English glass as used in U. S. A., and the manufacturing end is not closed down—nor is there any likelihood of it happening, or our factories would certainly let us know of it in good time.

JOSIAH WEDGWOOD & SONS.

[We were evidently misinformed. Our statement was made on the authority of a member of the trade in England whom we deemed thoroughly responsible. We regret having been misled, and gladly publish the above denials.—ED.]

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

G H Guest, hf, Jordan, Marsh Co, Boston. 31 Union sq.

J S Botts, c, l, s, G A Duker Co, Joliet, Ill. Grand.

P L Beck, g, c, t, Baltimore (Md) Bargain House. 354 Fourth ave.

R N Caird, hf, t, L S Donaldson Co, Minneapolis. 2 Walker.

E F Loge, hf, c, Miller & Rhoads, Richmond. 432 Fourth ave.

J L Richards, c, g, Hale Bros, San Francisco. 50 Union sq.

G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.

H J Machie, t, J H Hibben D G Co, Cincinnati. 377 Broadway.

R A Staley, t, E Wren Co, Springfield, O. 320 Church.

S James, t, R H White Co, Boston. 470 Fourth ave.

F J Neuhousel, t, Nenhousel Bros, Toledo. Wallick's.

E P Ford, t, Scruggs, Vandevoort & Barney D G Co, St Louis. 23 East 26th.

E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.

John J Henry, c, g, hf, J L Hudson Co, Detroit. Elks Club.

S P Megahan, c, g, hf, Katz & Goldsmith, Braddock, Pa. 315 Fourth ave.

J R Bader, hf, Bader Bros, Fremont, O. Marlborough.

Miss A E Coughlin, g, Sage, Allen & Co, Hartford. 75 Spring.

G H Wood, c, g, R H Stearns & Co, Boston. 200 Fifth ave.

M J Levy, hf, Palais Royal, Washington. 43 West 23d.

B Frankenberg, hf, t, Frankenberg Bros & Newman, Bisbee, Ariz. 1150 B'way.

W W Babcock, c, g, Oliver Bros, Altoona, Pa. Grand.

S J Nealis, c, hf, t, Gamble-Desmond Co, New Haven. Prince George.

E A Kiger, c, g, C A Kiger & Co, Kansas City. Herald sq.

W B Lawson, hf, Coulter D G Co, Los Angeles. 69 Fifth avenue.

A. W. PAULL RUN DOWN BY AUTO.

LAST Sunday, A. W. Paull, general manager of the Weeling Stamping Co., Wheeling, W. Va., was seriously injured, and his wife is suffering from numerous bruises, as a result of their being run down by an automobile while returning home from church. The two right wheels of the machine passed over Mr. Paull after he was knocked down.

BUSINESS BRIEFS.

The F. W. Woolworth Co. will open a store in Farrell, Pa.

* *

Rubin's Department Store has been incorporated in Illinois with $50,000 capital.

* *

Fire caused $20,000 damage to warehouse containing crockery and other goods belonging to Gus Buse, Buffalo, N. Y., on July 8.

The Smith & Murray store in Springfield, Mass., will henceforth be known as the Karp store, one of a chain of department houses in New England operated by Karp Bros.

* *

The J. E. Manix Co., this city, buyers for fifty department stores situated throughout the country, has been granted twenty days more to answer the bankruptcy petition filed against it on June 9.

Manning-Bowman & Co., after long negotiations with the Vacuum Specialty Co. of Vineland, N. J., have

arranged for that company to move to Meriden and occupy premises owned by the former concern.

POTTERY PRODUCTS IN 1914.

ALTHOUGH the value of the output of pottery products in the United States in 1914 reached the great total of $35,398,161, the condition of the industry, according to the United States Geological Survey, was not up to the high standard of the last two years. As compared with 1913 the figures show a decrease of $2,594,214. Nevertheless the figures for 1914 were, with the exception of those for 1913 and 1912, the largest yet recorded, and as against only a few years ago the industry in 1914 looms big. Compared with 1909, for instance, the values for 1914 are $4,348,720 greater, and are $10,239,891 greater than those of 1904, and nearly twice as great as those of 1899. A detailed report on the pottery industry by Jefferson Middleton, of the Geological Survey, of which this statement is a summary, is now in press. The decrease in the value of the pottery products in 1914 occured chiefly in the last half of the year, business having been exceptionally active until summer; but the usual fall revival was not so vigorous as that of the early months of the year.

In 1914 only one variety of pottery—red earthenware—increased in value, showing a total of $1,059,904, the increase being $59,375 over 1913. Porcelain electrical supplies, valued at $4,130,270 in 1914, showed the largest decrease—$1,607,471—and china, which was valued at $2,384,686, showed the smallest decrease—$39,374.

The value of white ware, including china, was $17,352,765 in 1914, compared with $17,490,871 in 1913. If the value of sanitary ware and porcelain electrical supplies be added, the total for 1914 was $29,357,304.

Ohio is the leading pottery-producing State of the Union, reporting in 1914 wares valued at $15,351,376, or 43.37 per cent of the total. Ohio's principal pottery product is white ware, valued at $10,227,806, which constituted about two-thirds of the value of Ohio's entire pottery output in 1914. New Jersey is the second largest pottery-producing State. In 1914 New Jersey produced wares valued at $8,131,356, or about 23 per cent of the total. New Jersey's principal pottery product is sanitary ware, valued in 1914 at $5,058,204, or over 60 per cent of the State's total. West Virginia is is the third in rank among the pottery-producing States, and is the one of the leading five States to show an increase in the value of pottery. Its pottery wares were valued in that year at $3,930,464, or 11.1 per cent of the total—an increase of $505,577 over 1913. West Virginia's principal pottery product is white ware, valued at at $2,577,766 in 1914, or over 65 per cent of the State's total.

The pottery imported into the United States in 1914 was valued at $8,349,442; this added to the domestic production made a total of $43,747,603. After deducting exports, domestic $526,902, and foreign $50,079, the apparent net consumption was valued at $43,170,622, of which the domestic production was 82 per cent, the highest proportion yet reached.

The imports of pottery decreased $1,828,009 in 1914 from those of 1913. The value of pottery imports in 1914 was the lowest since 1899 and was $5,236,170 less than that of 1907, the year of maximum imports. The decrease in 1914 occurred entirely in the latter half of the year, the first half having shown an increase over the corresponding period of 1913.

OWEN THE WINNER.

AT the Baltusrol Golf Club, Short Hills, N. J., on Tuesday afternoon L. S. Owen, and J. Meredith Miller met and played off the tie at the last game of the Association on June 24. Mr. Owen was the fortunate contestant, and carried off a very neat brass smoker's set as a result.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 26, '15	Corresponding period 1914	Exports Jan. 1 to June 26, '15	Corresponding period 1914
New York ...	165	84	4566	5660
Boston	52	233	2576	3654
Philadelphia	65	41	1659	1368
Baltimore	272	355	4532	4682
San Francisco	21	....	767	597
New Orleans	14	75	336	755
Portland, Me..	15	....	1006	994
Galveston	....	1	....	331
Newport News.	....	....	54	67
Portland, Ore	....	....	55	....
Inland Points	5	....	303	131
Total	609	789	15854	18239

From David Inglis & Co.'s Circular

TO	Shipments month end'g June 26, '15	Corresponding period 1914	Exports Jan. 1st to June 26, '15	Corresponding period 1914
Boston .	258	807	2576	3467
New York	894	808	4566	4837
Baltimore . ..	1144	1108	4532	4682
Philadelphia ..	161	193	1671	1347
New Orleans	73	181	336	679
Newport News.	....	....	54	49
San Francisco	102	158	797	557
Portland, Me..	15	....	1006	991
Galveston. ..	....	137	....	331
Portland, Ore..	47	....	55	....
Inland Points..	60	46	282	301
Total..	2754	3438	15875	17241

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

That there has been an improvement in the buying of glassware is shown by the sales of the United States Glass Co. for the months of May and June. These far exceeded the sales for the previous months of the year. When the records of the June sales were completed a few days ago the officials of the company were agreeably surprised, and they are very optimistic concerning future business. More freedom is beginning to be shown by buyers in their specifications, indicating that the "merchandise men" are permitting greater liberality, and it is believed that the business of the last six months of the year will surpass all previous records.

F. C. Winship, for the past eleven years identified with the sales department of the H. C. Fry Glass Co., has become associated with the McKee Glass Co. and will feature the cut glass lines of this concern. No announcement has been made as to who will succeed Mr. Winship in this territory for the Fry interests.

W. E. Hunter, president of the Economy Tumbler Co. Morgantown, W. Va., was in the district for a brief season last week.

H. J. Adams, who travels the West and Northwest for the United States Glass Co., is home for the summer season. David Prosser, York State and Canadian salesman for this company, is also at the home office.

Demand for jelly tumblers continues strong. The retail call for these tumblers is excellent, owing to the cheapness of fruits this season.

Quite an improvement is reported in the export glass business, especially to England and Australia. There is some shipping into Canada, but the volume is below normal, due to existing conditions across the border line. There is practically no glass now being shipped out of the Pittsburgh district into Mexico, and none will be forwarded there until conditions in that country are changed. Some export sales managers hold that American glass manufacturers are bound to do a heavy foreign business this fall.

Lee Richards was in the district a few days ago en route East to buy for Hale Bros., San Francisco. He will be away about six weeks, half of the time being spent hereabouts and the balance in the Eastern market.

It has been announced to the trade here that Mr. Dooley, formerly with the Burley & Tyrrell interests in Chicago, has succeeded Frank Martin as china and glass buyer for Cowell & Hubbard, Cleveland, Mr. Martin having gone into business for himself in Detroit.

Although a number of firms which exhibited at the Ft. Pitt Hotel here last January have asked for reservations next year, the hotel management will not reply definitely until September. A number of new concerns have also asked for space, but none of these will be given assignments until the "old crowd" have signified their wants.

A decidedly better feeling is shown among buyers of glass, pottery and toys in the small towns surrounding this city. Glass salesmen who have just returned from such places say that these smaller shopkeepers are not hesitating as they formerly did, but are starting to replenish their stocks. This indicates that the industrial conditions in these places show an improvement, and that the public is spending more liberally than heretofore this year.

Jugs are in very fair demand with some factories, the plain patterns appearing to have the best call.

The Tarentum (Pa.) Glass Co. announce that T. R. Crock severed his connection with the concern July 1.

F. C. Ball, president of the Ball Bros. Glass Co., fruit jar manufacturers, Muncie, Ind., accompanied by his family, is on a visit to the Panama-Pacific Exposition.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, JULY 15, 1915.

THE specialty store is becoming more and more popular. The buildings in the streets crossing Fifth avenue, from Thirty-fourth up to Fifty-ninth streets, between Fourth and Sixth avenues, are being occupied by all kinds of tradespeople confining themselves to one or two lines, and a good opportunity is afforded for the opening of crockery shops. Rents are cheaper than they are on the avenue. It is believed that such enterprises would become strong competitors of the department stores.

CHINA AT HOME AND ABROAD.

THE question is often asked, Why do not American potters make china? They do; but it is essentially an American product. There are many kinds of china on the market—English, French, Russian, Swedish, Italian, German and American—and each differs from the other.

Probably every domestic potter of any prominence has produced small quantities of china similar to the French. But not commercially. One of the greatest obstacles to its production on such a scale is labor. First, because the operative potters in this country are mostly English or of English descent, and their training has been in the direction of earthenware. Secondly, the rate of wages here is so high that even if the workers were sufficiently skilled the cost would be excessive. Again, it requires an entirely different style of kiln to fire French china, which has a soft body and a hard glaze. The biscuit in France is fired in the top of the kiln simultaneously with the firing of the glost below. Provided the men were obtainable, the plants here would have to be entirely remodelled. The importation of skilled labor is prohibited, thanks to the trade unions, and it requires years of training to make a good potter.

Americans can do anything. It is only a question of making it pay.

PERSONAL.

"BACK to the woods!" is Charles E. Cardon's cry this week. Up in the northern part of New Jersey he has an uncle who owns a very large farm, and he has invited the young man and his family to come and make him a visit. Cardon's office associates say that he will chop wood, build bridges, mend roads, and do a little fishing on the side. At all events, he is going to a beautiful spot where he can rest and forget French china and Swedish glass for a little while.

⚜

E. Torlotting returned on Wednesday from a few days' rest at Congers, N. Y., where he left his family to spend the rest of the summer.

⚜

W. E. Pomeroy, with the Horace C. Gray Co., is back at his duties after spending two weeks at Stony Brook, L. I., and is now taking charge of the office during the absence of Mr. Gray, who left last Friday for Kennebunkport, Me., where he is taking a fortnight's vacation.

⚜

A. H. Hays leaves Sunday night for Boston, where he will open up for a week at Young's Hotel, after which he will make other points in New England.

⚜

C. A. Haviland, formerly well known in the trade as a buyer, his last connection having been with the Geo. Ferguson Co., New Rochelle, N. Y., surprised many of his friends here this week when he made his appearance after an absence of six years. Mr. Haviland was forced to give up his buyership at that time on account of ill health, but has now fully recovered and is anxious to get into the business again.

⚜

It has just leaked out that Joseph McCauley, salesman for Thomas G. Jones, got a beautiful ducking on the Fourth of July. He was preparing to go out in a small boat, and took hold of the corner of a post that supported a small porch on the float. He must have pulled harder than he intended, for the post came

away, fell down on him, and tumbled him into the water. He had a narrow escape from drowning.

⚜

Lloyd Bryant, commercial manager of the United States Glass Co.'s factory R., Tiffin, O., was a visitor at the New York office of the concern on Monday and Tuesday of this week.

⚜

Percy Pownall, traveling representative through Middle Western territory for the Fostoria Glass Co., Moundsville, W. Va., arrived in town last week to spend his vacation with his sister, who resides in this city.

⚜

A. P. Doctor is having the temporary assistance of his son David at his salesroom, where he is learning the ins and outs of the glassware business.

⚜

E. Boote is spending a couple of weeks salmon-fishing in Canada. The Dunn Cottage, Grand Cascapedia, at which he is stopping, is very deep in the woods. It took him eighteen hours to reach his destination after leaving Montreal. This is said to be the greatest salmon-fishing spot in the whole of Canada.

⚜

Charles Dooley, formerly assistant to Dana F. Richardson with the Burley & Tyrrell Co., Chicago, and who has been selected as buyer for the Cowell & Hubbard Co., Cleveland, O., claims that his father was the original Mr. Dooley who achieved so much newspaper fame in recent years.

⚜

J. B. Cooper, well known in New York as a French china salesman, but who has been out of a position for a long time, is now with the D. M. Read Co., Bridgeport.

⚜

E. Jinuishi came back last week from a two weeks' vacation spent at Shawnee, Pa., near the Delaware Water Gap. He put in the most of his time golfing, on what he says is the greatest golf course he has ever played on.

⚜

G. H. Bub has succeeded C. H. Wessell at Nugent & Co.'s, St. Louis, Mo., as buyer of crockery and glass.

⚜

R. Conlan, who buys for the Geo. Richards Co., Dover, N. J., was in New York on Friday placing orders for Japanese goods and American dinnerware.

⚜

Thomas G. Jones has secluded himself in a quiet summer resort on Long Island Sound, where he is practicing golf so that he may win the first prize at the fall tournament of the Pottery, Glass and Brass Salesmen's Golf Association.

⚜

G. H. Bowman, of Cleveland, spent a few days in New York last week.

⚜

Richard Wright, of the D. H. Holmes Co., New Orleans, arrived in New York Thursday of last week. He may be found at the New York office.

⚜

John Henry, buyer for the J. L. Hudson Co., Detroit, Mich., is among the early fall buyers to arrive in town. He reached here last Friday.

⚜

P. L. Penn, who is associated with Thomas G. Jones, New York representative of the McKee Glass Co., is spending his vacation at Monticello, N. Y.

⚜

Word has just reached New York that Fred Boscombe, a well known crockery dealer in Vancouver, B. C., is mourning the loss of a son killed at the front in Belgium.

⚜

Capt. Wm. D. Finke will spend his vacation strenuously. Leaving July 18 for Fort H. G. Wright, Fisher's Island, N. Y., with the 13th Coast Defense Command, he will put in two weeks at coast defense exercises.

⚜

J. M. Takito, head of Takito, Ogawa & Co., left for a visit to the concern's main office in Chicago on Saturday. After spending a short time there he will return to New York for a couple of weeks before he takes his departure, late in the summer, on his annual trip to the factories in Japan.

⚜

G. E. Sherman, local manager for the Pairpoint Corporation, unable to get away for a two weeks' vacation all at one time, left last Saturday for New Bedford, Mass., to spend the first week, and later in the summer will go elsewhere for another week.

⚜

Phillip LeBerthon, of the Imperial Art Glass Works, returned to his duties on Monday after a fortnight's sojourn in Saratoga.

⚜

R. H. Goodwyn, of the Memphis (Tenn.) Queensware Co., was in New York this week for a short stay. He was booked to leave Thursday night for home, stopping en route in Pittsburgh. He said business was fairly good, and would be better if he could get more

German goods. Cotton had been selling at a fair price, and as long as it brought from 7½ to 8½ cents per pound the planters could make money.

⚜

C. L. Horning, formerly office manager for C. Dorflinger & Sons, and later connected with a wholesale drug house, has become associated with the E. W. Bliss Co., contractors, in an important capacity and will assume his new duties on Monday of next week.

⚜

Wm. Prentiss, of Cassidy & Co., Montreal, and president of the Bawo & Dotter Co., Ltd., was a visitor in New York last week.

⚜

John E. Plummer was in New York this week on his way West to make his regular tour for Mitchell, Woodbury Co., Boston. He expected to reach Detroit on the 16th.

⚜

Frank R. Martin, Detroit, Mich., is stopping at the Claridge.

⚜

R. A. Williams, buyer for the T. A. Chapman Co., Milwaukee, Wis., stopped in New York for a brief visit this week en route to Maine for his vacation.

⚜

A. P. Spangler, with the Bush & Bull Co., Easton, Pa., was here this week placing orders.

⚜

Arthur Blackmer arrived in the city Monday on special business for the Blackmer Cut Glass Co.

NEW GREENHUT OFFER.

A NEW reorganization plan is embodied in a letter from Capt. Greenhut to the trustees, in which he expresses a desire to perpetuate the organization and keep 3,200 men and women, boys and girls in employment.

"I am prepared," the letter says, "to make such arrangements that merchandise creditors not wishing to retain the shares of stock offered in the first plan may, by accepting the all-stock proposition, dispose of the shares allotted at a purchase price equal to 27½ per cent of the principal of their claims. They will have the right at any time up to February 1, 1916, to dispose of their shares for 27½ per cent of the principal of their claims, and arrangements will be made to take over such stock.

"In addition, I am prepared to arrange that creditors who accept the part cash and part stock plan, if they do not desire to retain their shares, may dispose of them after January 1, 1916, and on or before February 1, 1916, for 15 per cent of the principal of their claims in cash, so that, including the 12½ per cent cash payment already offered, they will ultimately receive a total cash payment of 27½ per cent of the principal of their claims."

The Creditors' Protective Committee and the Independent Creditors' Committee have written to all creditors recommending the acceptance of the plan, and the trustees, together with the attorney for the Monmouth Securities Co., hope for its adoption and a final settlement of all difficulties.

BRIGHT OUTLOOK FOR OUTING.

EVERYBODY is talking "outing" these days, and if enthusiasm counts for anything the success of the Salesmen's affair is assured. The committees are larger this year than usual, and all the members are working hard to make the coming picnic the banner event of them all. Tickets are being sold to many who have never attended before, and with the regulars who can always be counted upon the attendance will undoubtedly be considerably larger than in former years.

Everything possible is being done by the committees in charge to provide amusement, not forgetting the appetizing buffet luncheon to be served on board the boat by Gus Rhode and the celebrated shore dinner at Karatsonyi's Hotel in the early evening. Together with the fine sail up the Sound and the interesting athletic programme, it will be an affair that no one able to get away should miss.

Keep the date, Saturday, July 31, in mind, and secure your tickets early from any member of the committees. The price is $3, as usual; and everybody who has ever attended one of these affairs says "It's worth double."

MAKING IT EASIER.

NEW YORK, June 9.

Editor CROCKERY AND GLASS JOURNAL.

I note in your current issue, under the caption "Substitutes for Jena Glass," that you say toward the end of the third formula:

> "The sodium carbonate can be reduced to 1.34 parts used in the place of the boric anhydride."

In reference to the above I beg to say that the proper way should have been:

> The sodium carbonate can be reduced to 1.34 parts, provided 7.93 parts of anhydrous borax be used in the place of boric anhydride.

The glass-maker would have a hard time making glass by reducing the sodium carbonate to take the place of boric anhydride without the addition of some other flux.

Yours very truly,

H. L. HARRIS,
Pacific Coast Borax Co.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Manufacturing potters are wondering as to the demands that will be made upon them by the National Brotherhood of Operative Potters, the annual convention of which has just closed. More resolutions concerning the wage scale were presented this year than for a long time, and when the data is duly presented a meeting of the U. S. Potters' Association committee will be called to discuss it. This committee is composed of W. E. Wells, of the Homer Laughlin China Co., chairman; H. N. Harker, Harker Pottery Co.; T. A. McNicol, T. A. McNicol Pottery Co.; F. A. Sebring, Sebring Pottery Co.; George C. Thompson, Thompson Pottery Co.; Thomas B. Anderson, Edwin M. Knowles China Co.; Homer J. Taylor, Knowles, Taylor & Knowles Co.; Harry D. Wintringer, Steubenville Pottery Co., and A. G. Dale, Trenton, N. J.

* *

We are in receipt of an inquiry from a large pottery concern asking to be put in touch with a high-grade general ware salesman to work a territory west from East Liverpool to the Pacific Coast. The line of ware is a popular one, and the firm is well established. A good berth awaits someone.

* *

Among the buyers visiting this district of late have been the following: Mr. Ling, with Mandel Bros. Co., Chicago; Louis Carter, with Snellenburg Co., Philadelphia; Lee Richards, with Hale Bros Co., San Francisco; Brad. Noyes, Charleston, W. Va. All placed orders for early delivery.

* *

William Harker, of the Harker Pottery Co., has gone to Canada for his summer holiday.

* *

A decided change in the character of ware bought this summer has been experienced by many manufacturers. The best lines of decorated have been in better request, while the demand for plain white and the lower-priced lines of decorated has been below normal. In the dull seasons white ware has always proved to be the best seller, but this has not been the case the present summer.

* *

Edward Brennan, a brother of Miss Ella Brennan, pottery buyer for the Rothschild store, Chicago, has arranged to represent the Standard Pottery Co.'s lines in Chicago territory.

* *

H. P. Knoblock is in Eastern territory for the Potters' Co-Operative Co. George S Davis, Western salesman, who has been at the home office for a fortnight, has left for his territory.

* *

George Meredith, president of the Colonial Pottery Co., is now able to be out after being confined to his home for a month with an attack of pneumonia.

* *

William Cox, representing the Vodrey Pottery Co. in New England territory, was here last Friday, and then left for Youngstown, O., his first stop en route to the East.

* *

J. C. Knowles, superintendent of the Knowles, Taylor & Knowles plants, left this week for New York and Atlantic City on his annual vacation.

* *

"We will resume operations in full next week," was the statement at Cartwright Bros. "Our July business is showing up well."

* *

A. P. McPherson and Fred Kline, Western and Southern salesmen respectively for the K. T. & K. Co., are at the home office arranging samples for early fall trips.

* *

The work of razing the kilns and buildings of the former plant of the Warner-Keffer China Co. is progressing rapidly. The site is to be used for garage and apartment house purposes.

* *

The sympathy of the trade is with J. W. Mackey salesman for the Edwin M. Knowles Co., in the loss of his only son The boy, who was only six, hurried from his

bedroom on the morning of July 5 to obtain his fireworks, and in lighting a match his night garment caught fire. He was severely burned about the back and arms and died from the effects on the evening of July 8.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., accompanied by his wife, is spending a holiday at Snow Island, Canada.

* *

The thirty-sixth annual report of the United States Potters' Convention held at the Hotel Raleigh, Washington, D. C., December last, was mailed to the members a few days ago.

* *

The National China Co., Salineville, has started drilling for oil on its property. Numerous oil strikes have been reported in the vicinity of this new hole.

* *

F. I. Simmers has left for the Pacific Coast in the interest of the Hall China Co. He is accompanied by Mrs. Simmers.

AT CHICAGO.

GENERAL conditions in the crockery and glassware trade were a little better this week, owing to the settlement of the strike in the building trades. The lighting fixture men are all well pleased over the termination of the trouble, and say they expect a large business with contractors to start at once.

Peter Rinken, manager of the china and glassware department of the Boston Store, has gone to Owen Lake, Wis., to spend a few days' vacation with friends.

Frank B. Tinker, of the Cut Glass Products Co., is expected home in a few days from his vacation among the lakes of Wisconsin.

Earl W. Newton, who represents the line of the Imperial Glass Co. here, is back from a trip to the factory at Bellaire, O.

China and glassware salesmen are much interested in the hearings now taking place in the La Salle Hotel before the Interstate Commerce Commission on the application of forty-six Western railroads to raise their passenger rates. The railroads are trying to show that the volume of business was not increased by lowering the rates a few years ago, as it was expected it would be.

J. A. Jacobsen, local representative of the Consolidated Lamp and Glass Co., has returned from a few days' visit to relatives at Keokuk, Ia.

W. B. Andrews, who represents the line of the Duncan & Miller Glass Co. here, left last week on his vacation, to be gone several weeks. Mr. Andrews is an enthusiastic fisherman, and as he set off in the direction of the Wisconsin lakes it is supposed he will spend most of the time with rod and reel.

Few travelers for china and glassware concerns have been in the city during the past week. However, buyers have been rather numerous, due in a large measure to the furniture show now in progress. The attendance at the show thus far has been very satisfactory.

China and glass men are assisting with enthusiasm in the preparation for "Market Week," to be held during the first week in August. The Chicago Association of Commerce is at the head of the campaign and is working hard to bring buyers here during the period. Much literature is being sent out by the various committees of the Association with a view to stimulating interest.

D. L. Lindquist, of Lindquist Brothers, Keokuk, Ia., was in the city last week and placed good orders for lamps, crockery and glassware.

The amendment to the chattel mortgage law, which was put through the State Legislature under the sponsorship of large dealers in housefurnishings here, was signed last week by Governor Dunne, and is now effective. The amendment gives additional protection to the installment dealer, especially against third parties.

Isadore Fuda, formerly a dealer in cut glass at Chicago Heights, is being sought by creditors here. Fuda, who had always maintained a good line of credit while in business here, moved to New Duluth, Minn., and after being there for some time came to Chicago and ordered a large amount of goods. On receiving them Fuda shipped them out again, according to the story, under a fake address, and that was the last heard of either the goods or Fuda.

R. M. Peare, of the Pittsburgh Lamp, Brass and Glass Co., says that business is better than he has seen it in some time at this season of the year. Orders for large amounts of goods are no exception at the office of the company here these days.

The department stores have about completed their inventories and are now said to be in the market for goods to some extent. There will be no big business for several weeks, however, as the season of vacations is on, and buying will be more or less checked because the parties necessary to large transactions will be out of the city.

A. A. Ault, salesman for Earl Newton, is now calling on the city trade with the lines of the Imperial Glass Co.



BIGGEST JUNE SINCE 1907.

LAST month was the biggest June we've had since the panic of 1907—and but for the congestion of freight at Liverpool we would have broken all records for a month's business in Maddock's Famous (English) Dinnerware.

"There's a reason."

The new patterns we brought out last spring (and which are now in stock in New York) were so winsome that orders came easily. They are still coming. And the factory, with mainly America to cater to, has been executing the orders promptly. As far as we are concerned, the war has had little effect on business.

The stock in America?

We've assorted crates, warehoused in New York and other convenient ports; we've open stock aplenty in New York. Instant deliveries on a dozen new patterns—patterns so unique they are difficult to copy, on a body and glaze that baffle the copyist.

Maddock's (English) Hotel Ware.

Our customers are getting the same prompt service on hotel ware as in times of peace. Our New York stock of standard hotel patterns—Bands and Lines, Prints and Transfers—is at top notch. We're ready for any contract, large or small.

MADDOCK & MILLER,

54 Murray Street, New York.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 13, 1915.

BORDEAUX

3 packages chinaware.....Frank & Co
10 " " .....L Bernardaud & Co
62 " " .....Herman C Kupper
69 " " .....A G Moment
70 " " .....Wm Guerin & Co
32 " " .....H Creange
17 " " .....J H Venon
3 " " .....J Wanamaker
246 " " .....Haviland & Co
1 " " .....Pitkin & Brooks
22 " " .....Vogt & Dose
115 " " .....Theodore Haviland & Co
14 " " .....Justin Tharaud
4 " " .....Luckenbach S S Co
53 " " .....Haviland & Abbot Co
6 " " .....Thayer & Chandler
4 " " .....Burley & Tyrrell Co
12 " " .....L Straus & Sons
49 " " .....Miscellaneous Orders

LONDON

6 packages earthenware.....Standard Bank of So Africa
38 " toys.....Miscellaneous Orders

GENOA

3 packages chinaware.....H Creange
3 " earthenware.....C D Stone & Co
7 " toys.....Sutherland Int Dispatch Co

HAVRE

8 packages toys.....Geo Borgfeldt & Co
2 " " .....R Bros Co

LIVERPOOL

9 packages earthenware.....Downing's Foreign Express
30 " " .....Maddock & Miller
3 " " .....J M Shaw & Co
8 " " .....G F Pearce & Co
3 " " .....G M Thurnauer & Co
3 " " .....Fondeville & Van Iderstine
5 " " .....E Boote
23 " " .....W S Pitcairn
3 " glassware.....Rowland & Marsellus
7 " chinaware.....T S Todd & Co
3 " " .....W H Plummer & Co
32 " " .....Meakin & Ridgway
3 " " .....Tiffany & Co
3 " toys.....Geo Borgfeldt & Co

RIO DE JANEIRO

5 packages earthenware.....A Lowenthal

ROTTERDAM

47 packages glassware.....Graham & Zenger
14 " chinaware.....Butler Bros

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

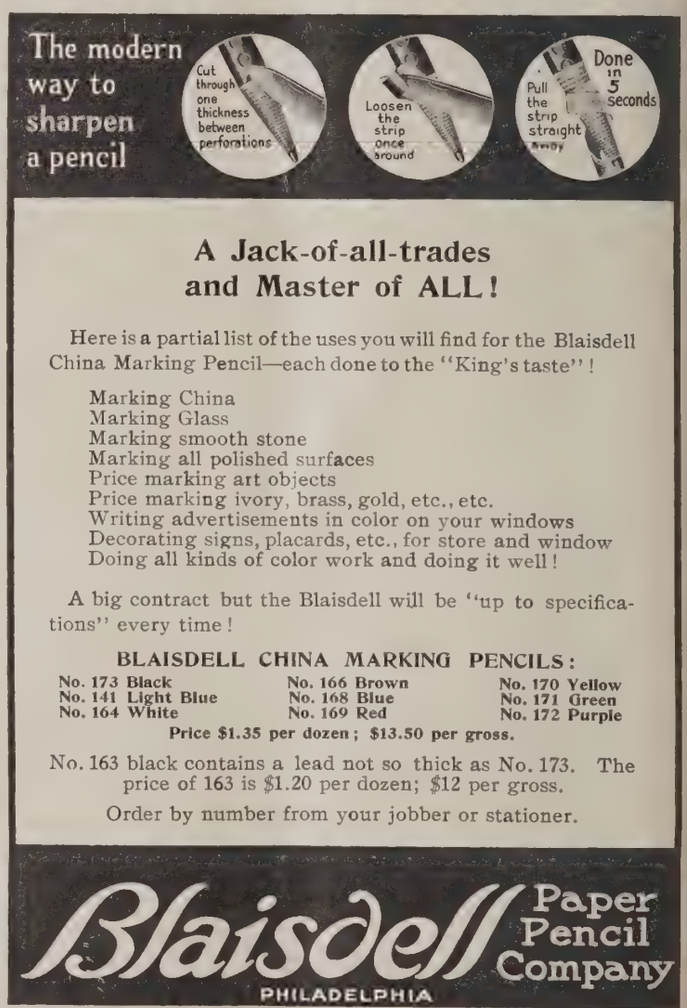
153 packages earthenware.....Frederick Leyland & Co

GENOA

13 packages earthenware.....R F Downing & Co

FAR EAST

44 packages earthenware.....Jones, McDuffee & Stratton Co





HOW ARE THESE FOR 10c. SELLERS?

All high glazed inside and out. Six shapes and a dozen colors. Order Group No. 1115—nine dozen—and try them out. If your jobber hasn't them, write us.

"THE LINES THAT SELL."

We are showing this year the greatest lines of staple and fancy

JARDINIERES, PEDESTALS, UMBRELLA JARS, Etc.,

ever shown by one factory in America.

Ask to see our

NEW MOSS GREEN.

It's a winner. Not expensive.

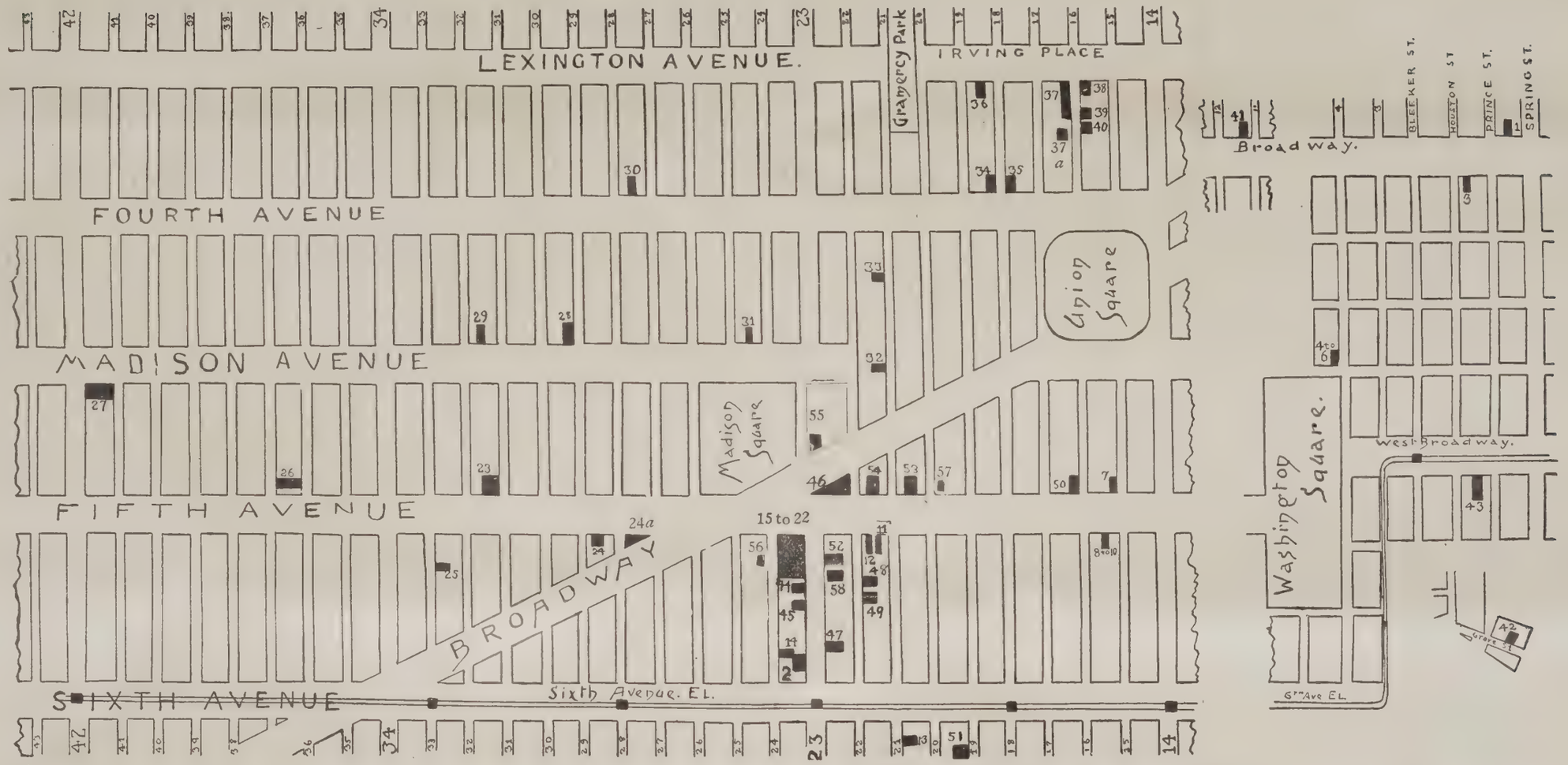
— THE —

Brush-McCoy Pottery Co.,

ZANESVILLE, OHIO.

New York, Cox & Lafferty, 25 Park Place.

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave

28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
44 E Boote, 35 W 23d
E Torlotting, 35 W 23d
45 Pairpoint Corporation, 43-47 W 23d
Wm Guerin & Co, 43-47 W 23d

50 Fondeville & Van Iderstine, 85 Fifthav
Paul A. Straub & Co., 85 Fifth av
54 L. D. Bloch & Co., 153 Fifth ave
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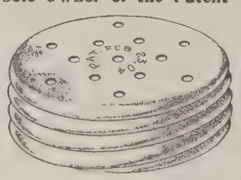
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Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.
Formerly Hogan Mfg. Co.,
NEPERA PARK, N. Y.
Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.
J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

INCREASE YOUR PROFIT BY USING AN
Efficient Cost System
W. E. LANGDON
Certified Public Accountant. Efficiency Engineer.
Harrison Building, Columbus, O.

MAYER CHINA
VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c. &c.
BADGES, NAMES, MONOGRAMS &c.
SOLD THROUGH THE TRADE
CORRESPONDENCE INVITED
THE MAYER CHINA Co.
BEAVER FALLS, PENNA.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender,

Illuminating glassware Cristolleers. Semi-indirect lighting devices

40 MURRAY ST.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

GUERNSEYWARE.

16 West Twenty-third Street.

Haviland & Co

11 East 36th St.

THE TAJIMI CO.,

Japanese Goods

597 BROADWAY.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

Tel. Madison Square 9723.

H. NORTHWOOD CO.,

Plain and Decorated Crystal and Colored Glassware.
LUNA Illuminating Glassware.
C. J. Dela Croix in charge.

Tel. Madison Square 9723.

O. D. DELA CROIX,

China and Cut Glass.

Eastern District Manager Consolidated Mfrs' Co., China, Plain and Decorated Dinner and Toilet Ware.

19 MADISON AVENUE, Bet. 24th and 25th Streets.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
Huntington Tumbler Co., Blown Glassware, plain, cut, enameled and etched.
Indiana Glass Co., Pressed Table Glassware and Lamps.
Edwin M. Knowles China Co. High Grade Dinner and Toilet Ware.
Lancaster Glass Co., Pressed Crystal and Decorated Glassware and Vases.
Jos. Phillips & Co., Hand Engraved and Cut Glass.
The Sterling Glass Co., Rich Cut and Engraved Glassware.
Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,

W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

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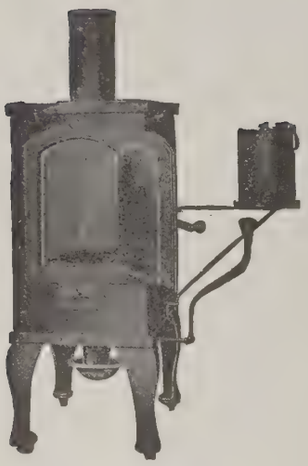
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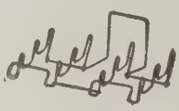
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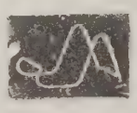
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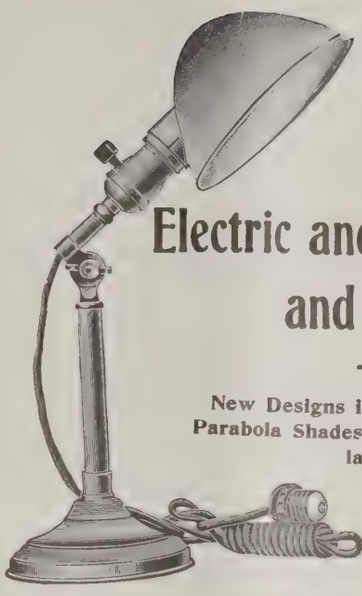
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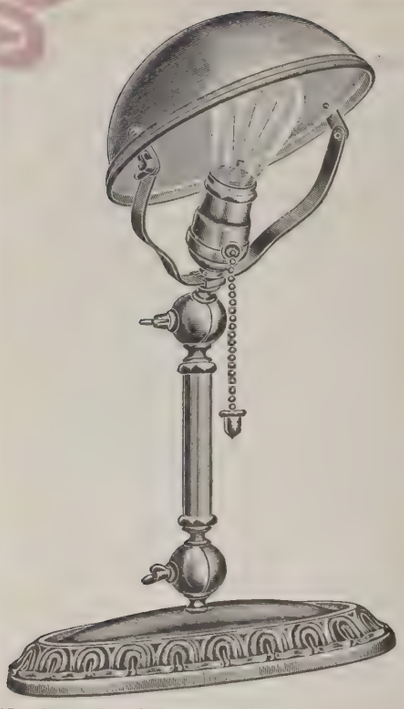
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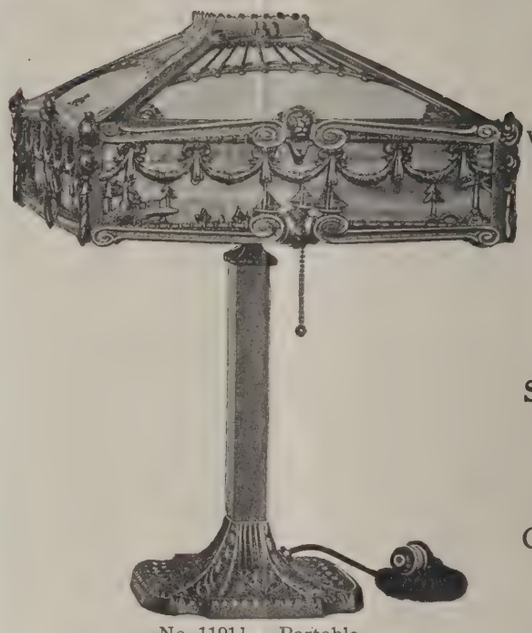
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CROCKERY AND GLASS Journal

Vol. 82. No. 5

July 29, 1915

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CROCKERY and GLASS JOURNAL

NEW YORK, JULY 29, 1915.

GLASS MANUFACTURERS' ANNUAL MEETING.

THE gathering of the members of the American Flint and Lime Glass Association at Atlantic City began on Saturday, July 24, when many came from the West to get an extra day of fresh salt air. By Monday morning there was a goodly number on the Boardwalk, which, by the way, has such attractions that the preliminary meeting at the Marlborough-Blenheim was rather slimly attended. Enough were on hand, however, to attend to business, and the committees were appointed to meet the workingmen, conferences with whom began on Wednesday and will last for two—possibly three—weeks.

Luncheon was served, as usual, on Heinz's Pier. President M. W. Gleason took the head of the table, with Thos. Evans, ex-president, on his left and Nicholas Kopp, first vice-president, at his right. Around the table were Arthur J Bennett, E. J. S. Van Houten, E. Beiswanger, J. H. Strong, E. B. Bryce, J. M. Lewis, H. L. Heinselman, E. P. Ebberts, M. Smith, W. G. Gundelfinger, J. Kunzler, C. H. Blumenauer, J. S. Challinor and George Dougherty. The newspaper fraternity was represented by J. P. Kaufmann, J. F. O'Gorman and Geo. M. Jaques.

While the luncheon was in progress Mr. Gleason rose and said that in his experience at gatherings of this kind the conversation was limited to near neighbors and was almost always in a pessimistic vein. When the talk was general an entirely different atmosphere prevailed, and he was going to follow the advice of the late lamented Daniel C. Ripley and try to get everybody "going." He would ask every one present to make a speech, tell a story or sing a song; and led off with a story in rhyme, closing with a toast to "The Man who Does Things." He then called on Mr. Kopp.

Mr. Kopp said that it was a surprise to him to be called upon. But the Association had a habit of surprising him. Last year he was so surprised at being elected first vice-president that he forgot to thank the members for the honor, and was again surprised to find that he had to preside at the meeting, owing to the absence of Mr. Gleason. This sudden thrusting into prominence had caused his regrettable forgetfulness; but he would now express his full appreciation. He hoped the meeting would result in great good, and that the members would plan to do something worth doing for their mutual benefit.

Mr. Gleason said that while later on they would hear something about the finances of the Association from the treasurer, E. P. Ebberts, he would just now like him to say a few words on some other topic.

Mr. Ebberts said that the president had made a mistake in calling on him for a speech. He had not come for that purpose, but was present because he liked to meet a lot of jolly good fellows whom he saw only once a year. They must be content with his report as treasurer, which would show them that their finances were safe.

John Kunzler, the actuary, said that he wished he could make a speech that would bring in more members, and then gave a few reasons why men who were not in the Association should join.

Mr. Gleason, with a few pleasant words for the newspaper men, then said he would like to hear from the dean of the trade.

Mr. Jaques, after a few reminiscences of the thirty-nine meetings he had attended, was followed by Mr. O'Gorman, who said he stood ready to co-operate with the Association in every possible way. He could not boast of as many years' attendance as Mr. Jaques, but if in the fullness of time that gentleman should pass to the Great Beyond and he was spared he hoped to prove a worthy successor. Mr. Kaufmann also referred to the nearly forty years' experience of Mr. Jaques, and said he could lay claim to only half of that period of time, it being just about twenty years since he became connected with the trade. That was quite long enough for him to get a line usually on what was coming, and when he found that there was a possibility of his being called on for a speech he generally managed to get out of sight. But this time he could not get away from the "eats"; so he would simply thank the president for his courtesy.

Introducing the son of "Andy" Smith, Mr. Gleason called him the worthy son of a worthy father. Mr. Smith said that as one of the younger members of the trade he hoped the time would come when the young element would win the same admiration and respect that he now felt for the older members. He thought the young men who were gradually filling the vacancies felt a little out of place among their elders. But by taking pattern of them he hoped, for one, to some day feel more at his ease.

J. M Lewis said that a few days before he had had a conversation with Hugh McAfee in which the latter regretted that the glass meetings were always held at Atlantic City, because the water there did not agree with him. He thought that it might be tempered with whiskey, but whiskey did not agree with him. So Mr. Lewis wanted to know if the meeting could not be held somewhere else, in order that Mr. McAfee might attend.

Mr. Gleason laughingly replied that he did not think that possible, but would see that some crystal spring water was provided next year for Mr. McAfee.

Mr. Heinselman said he was quite content to listen and let others talk.

Mr. Blumenauer said that he had been trying to think what he should say when it came his turn, bu everybody, individually and collectively, had said just the things he had in mind, and there was nothing left for him.

Mr. Dougherty told of the man who when asked to make a speech asked what he should talk about and was told to talk about a minute. He said he wanted to know the object of the meeting, and had been told he would learn later; so he was willing to listen and learn.

Mr. Challinor said that he remembered, as a boy, attending one of the glass men's meetings, and that he stood in awe of the speakers. He now looked over the gathering, and while he was not in awe of them it struck him that they were a good-looking lot and fully capable of justifying the president's toast.

Mr. Gleason was sorry that M. G. Bryce was not present, and in his absence would call on E. B. Bryce.

That gentleman remarked that the president had said he wanted a speech, a story or a song. Speeches and stories they had had; so he would give them a song. And he rendered "It Might Have Been Worse."

Mr. Beiswanger said that while he knew most of those present by name before he came, he had not met many of them. This was his first attendance, and he felt more than repaid by the acquaintances he had made and hoped he would be able to be at all future gatherings.

Mr. Van Houten told a story of an old woman on a burning boat who sat calmly during all the confusion, and when chided for her lack of excitement said it was her first experience on a boat and she thought the fire was part of the programme.

Mr. Gleason then said: "Gentlemen, we will now listen to an orator," and called on Arthur J. Bennett.

Mr. Bennett said he wished he were an orator, if only that he might express his approbation of the innovation which the president had introduced at this meeting. It livened things up. Sometimes he had felt that there was not much use in attending the meetings, and anyhow it would be as well to cut out the luncheon feature. He had not looked at the social side. He felt quite differently now. He concluded by saying: "Let us back up our president and make this Association what it ought to be."

Mr. Evans, the last to be called upon, said Mr. Bennett had drained the cup and there was nothing left for him except to make a criticism. Mr. Jaques had no business to mention that he, Evans, was at the meeting held forty years ago. Anybody could see that he was not old enough. "Jaques is pretty lively; he could have been there; but not I."

The meeting then adjourned to the Sun Parlor and immediately got down to the business of the day. After the minutes had been read and approved Mr. Gleason appointed Messrs. Blumenauer, Bennett and Van Houten a committee on nominations. They recommended the re-election of all the old officers, and consequently the secretary deposited a ballot for the following, who were declared elected: President, M. W. Gleason; first vice-president, Nicholas Kopp; second vice president, Marion G. Bryce; treasurer, E. P. Ebberts; actuary, John Kunzler. These with Wm. F. Dorflinger and W. A. B. Dalzell form the board of directors.

The treasurer's report was then read and showed the finances to be in good shape.

A resolution was passed that hereafter meetings be held in July, October, January and April. It was then voted that the next one be held in New York. A little later Mr. Bennett suggested that the January meeting be held in Pittsburgh, with the possibility of having a banquet and inviting the ladies.

NOTES.

In the debates some strong reasons were brought out why every glass man should join the Association. Those who are not in it and who do not contribute to

its support are reaping its benefits. It was asked who kept up the charge for packages and what would happen to the outsiders if it were not for the Association.

More vim was apparent at this meeting than for years. Mr. Gleason was full of good suggestions, and by his energy put new life into the proceedings.

E M. Uniack, the well-known pottery salesman, was noticed on the boardwalk fraternizing with the glass men.

Amomg the members of the trade in Atlantic City but not at the meeting were Victor G. Wicke, Dave Fisher, H. L. Harris, Mr. Loomis, and Henry Snelbach, who came down from Canada to meet Mr. Blumenauer and C. W. Creary.

A resolution was offered to appoint a Booster Committee, and with loud acclamations it was voted that every member of the Association should be a member of it. Following this the president was authorized to appoint a Publicity Committee, the trade papers having offered free service for anything the Association might see fit to publish. The members of this committee will be announced later.

The writer has attended all the annual meetings since the Association was formed, and can testify that this one was the liveliest held for many years. It shows what can be done if the members will attend, suggest and advise.

President Gleason makes an admirable presiding officer, and his various propositions for enhancing the value of the Association were received with applause, particularly the suggestion that firms not now represented, but who are deriving large benefits from the doings of the Association, be asked to join, and a committee was appointed to canvass the trade thoroughly.

SOME AUTOMOBILE FIGURES.

WHILE it is our aim to confine the contents of the CROCKERY AND GLASS JOURNAL strictly to the industries it represents, so many of our readers own or are interested in automobiles that the following from the "Scientific American" will be found instructive: "On June 1 of the current year the number of automobiles in the United States for the first time reached 2,000,000. Figuring on an average of four persons to each car, which is very conservative, there are 8,000,000 people in this country in daily enjoyment of motoring. What it costs to follow this sport is of interest, because of the stupendous figures involved. To run 2,000,000 cars for one year requires at the very least 1,000,000,000 gallons of "gas," worth $130,000,000; 20,000,000 gallons of lubricating oil, worth $8,000,000; 12,000,000 tires, worth not less than $16 apiece, or $192,000,000; accessories and extra comforts, goggles, gloves, and caps, $50 per car, or $100,000,000; garage charges on short tours (exclusive of gas and oil), $100 per car per year, or $200,000,000; repairs made necessary by wear, tear and accident (exclusive of tires) $50 per car per year, or $100,000,000. Total running expenses for all cars in use, $730,000,000. Add thereto the value of the 600,000 new cars purchased during the year, at an average price of $750, or $450,000,000, and we get the immense total of $1,180,000,000 spent in a single year (1915) on the sport of motoring."

BOSTON BUSINESS NOTES.

WHILE business here generally continues quiet, there is a general feeling among the more optimistic that conditions are slowly improving.

More than 800 employees of the W. & A. Bacon Co. participated in the annual outing at Bass Point. Augustus Bacon, treasurer of the company, was the principal guest, and with Vice-president and General Manager Fred Keery injected much life into the party. Mr. Keery was the "live wire" of the affair, however. He took 150 girls for rides on the scenic railway and flying horses, offered a special prize for different games, and for the benefit of the younger element threw pennies in the air for the boys to scramble for.

Paul Phillips, who is associated with George Granville, returned this week from a trip reporting business only fair. Miss Nellie Mulvaney will leave for her vacation next week.

Warren Ford, inside salesman with Mitchell, Woodbury Co., has returned from his vacation at Portsmouth, N. H. Z. M. Williams, the Southern man for this company, who has been here on a visit, returned to the South this week. Ripley Wiley, inside salesman, is spending his vacation at a camp at East Wolfboro. Joseph Kelly, the man who looks after the New Hampshire and Connecticut business, is also away on vacation.

Among the buyers who came to town last week were Frank A. French and Henry Martine, for the Barton Co., Manchester. Charles Fletcher, of the Clark-Sawyer Co., also spent a few days here.

Charles M. Kaiser, of Morimura Bros., is at the Boston branch on his yearly visit. He is attending to a line of special dinnerware. A Japanese representative of the firm known as "one of the technical dinnerware men," is also in the city. Mr. Kaiser says he has a good book of dates for the sale of the line.

The office of Chase & Francis is beginning to look like itself again. In the rearranged stock is a complete

new line of the Macbeth-Evans Co. blown tumblers. E. J. Tucker expects to get away on his regular business trips, beginning next week. Joseph Pindar is expected to return from his vacation the latter part of next week.

Reed Moyer, for the past year and a half advertising manager for the Shepard, Norwell Co , has left that house to accept the position of head advertising man for the May Co., Cleveland.

Morton E. Converse, hale and hearty at the age of seventy-nine, accompanied the Winchendon board of trade on its automobile trip of sixty-eight miles, and a few days afterwards joined the members of the Boston Chamber of Commerce when they mobilized at Beverly, marching to the clubhouse as sturdily as anybody else.

Word comes from Springfield that the Allied Stores Co. has separated into its component parts of Meekins, Packard & Wheat, of that city, and Sage, Allen & Co. and the Charles R. Hart Co., both of Hartford. The action was taken at a meeting of the stockholders and marks the end of the joint management of the business by Springfield and Hartford business men.

JOTTINGS BY A QUIET OBSERVER.

THE raise in English prices has not stopped the buying of matchings for open stock dinnerware. The test will come when new goods are offered. So far assurances have been received from dealers that while they hate to pay the raise they suppose they will have to buy. The lower-priced goods, however, are likely to suffer.

The creditors of Higgins & Seiter at a meeting on Thursday voted to accept the offer of the Camden Corporation to buy the assets and pay twenty-four and one-tenth per cent on all claims. The continuance of the business is therefore assured.

Buyers in the market are taking about the same quantities they took last year before the outbreak of the war. When the blow fell there was of course a rush to get anything and everything they could lay their hands on. With the impending shortage of ware it might be a good policy to do the same thing this year.

For the first time in many years no English importer has gone abroad, with the single exception of Kennard L. Wedgwood. Usually at this time some of them would be on their way back.

The crockery men like to play golf. Not only do they enjoy the game for its own sake, but it brings together men who otherwise would not meet except at long intervals. But a little more notice of a proposed game should be given than was had last week. Five days' notice does not give everybody a chance. There was, perhaps, an excuse last time; but why not make a schedule now for August, September and October?

SUMMARY OF IMPORTS AND EXPORTS.

IN May England sent $3,900 more than in the corresponding month last year, although for the eleven months ending May, 1915, there was a loss of $94,600. Austria lost $25,680 in May and in eleven months $235,-869. During May France lost $26,503, the total loss in eleven months being $545,854. Germany lost $95,988 in the month, and $849,032 in eleven. Japan lost $7,-115, and in eleven months $68,282. "Other countries" lost $942 in May, but in the eleven months gained $93,-983. Germany and Austria combined lost $1,084,901. The total net loss in eleven months was $1,699,654.

In toys the amount gained in May over the corresponding month last year was $32.732, but in eleven months there was a loss of $582,114.

Exports of earthen and stoneware for eleven months ending May 31, 1914, were $374,546; in 1915, $272,225. Chinaware in 1914, $150,517; in 1915, $88,-111 Glass in 1914, $2,477,937; in 1915, $2,197,500.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 10, '15	Corresponding period 1914	Exports Jan. 1st to July 10, '15	Corresponding period 1914
Boston	95	81	2782	3587
New York	17	71	5062	5197
Baltimore	46	361	4750	5043
Philadelphia	47	21	1727	1422
New Orleans	12	41	374	720
Newport News	....	....	54	49
San Francisco	....	161	935	718
Portland, Me	....	....	1006	991
Galveston	....	....	....	331
Portland, Ore	....	....	140	....
Inland Points	1	74	363	375
Total	218	810	17193	18433

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 10, '15	Corresponding period 1914	Exports Jan. 1 to July 10, '15	Corresponding period 1914
New York	17	71	5062	6020
Boston	95	81	2782	3774
Philadelphia	47	21	1715	1459
Baltimore	46	361	4750	5043
San Francisco	....	161	905	758
New Orleans	12	40	374	795
Portland, Me	....	....	1006	994
Galveston	....	....	....	331
Newport News	....	....	54	67
Portland, Ore	....	....	140	....
Inland Points	1	74	386	205
Total	218	809	17174	19446

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Among new effects in lighting glassware the Jefferson Glass Co., Follansbee, W. Va., has brought out a mold showing the chariot race from "Ben Hur," which has been in great demand for theatre lighting. The glass possesses a light brown tinted effect when illuminated that brings out the detail in a very clever manner. The call for the lighting glass of this concern has been firm throughout the season, and coupled with the demand for its "Chippendale" line of tableware the factory has been working on steady schedules.

The clay pot manufacturers—the Beaver Valley Pot Co., Buckeye Clay Pot Co., Gill Clay Pot Co., Ohio Valley Clay Co., Pittsburgh Clay Pot Co., Wood-Lloyd Co., and Willetts Clay Pot Co.—who filed a complaint before the Interstate Commerce Commission against a number of railroads for a change in freight schedules, have practically won their case. A hearing was scheduled for last Monday, but John F. Lent, the traffic manager who represents the manufacturers, has been advised that the railroads are now working one with the other to change the rates, and that a hearing before the Commission will not be necessary.

Stock in some glass manufacturing concerns continues to advance. That of the Hazel-Atlas Glass Co., Wheeling, W. Va., a few days ago sold at 182, following the payment of a dividend of two per cent. This is reported to be the highest point ever touched by this issue. Those on the "inside" are said to have been heavy buyers during the past fortnight.

The United States Glass Co. has brought out two new lines of pressed figured blanks for cut glass manufacturers—both floral patterns. This company has developed a very strong business in blanks of late, and the lines are being constantly increased.

There appears to be no end to the demand for jelly tumblers this season. Jobbers have been heavy buyers, and the department stores have been ordering in liberal volume. Even the five and ten cent syndicates have been buying the line this season, and repeat orders are constant. Prices remain firm, and the regular tumbler shape is one cent higher.

Packers have been heavy buyers of preserve containers during the past fortnight. The usual abundant crops of all kinds of fruit have stimulated this branch of trade, and the manufacturers have some very large contracts on their books.

The better grades of cut glass are in demand for the early fall trade, exceeding the call for the cheaper lines.

An opal glass rolling pin with the name of the firm placed on the centre of the glass cylinder is a new scheme proposition which is attracting attention on the part of flour dealers and millers, and is having a very good demand.

The United States Glass Co. has been awarded the contract for the lighting glassware to be installed in the new Moose Temple in this city. The fixture contract was awarded to the Kinney & Levan local office.

Bar goods manufacturers say their trade is only moderate compared with the volume formerly handled. The demand for individual sets, however, shows more firmness than heretofore.

Australia is proving to be a large consumer of American glassware, and many shipments are going forward to that country from this district. Tableware is in very fair request, and the demand for staples is better than for some months.

The McKee Glass Co. is making a special feature of cut glass lines this season, the extensions recently completed at the plant greatly increasing production.

The No. 1 plant of the Fostoria Glass Co., Moundsville, W. Va., has resumed operations, and by the end of the week every department will be on full time.

The new portables being shown by the Pittsburgh Lamp, Brass and Glass Co. are having a strong call. Many new creations are in evidence, both in standards

and shade decorations. The new black and white effect in the shade line is attracting much attention on account of its distinctiveness.

THE CONDITION OF BUSINESS.

New York

A steadily increasing trade is noticed this week, and the importers who carry stock are more worried about getting goods than they are about booking orders, the arrivals not being big enough to satisfiy the demands. England and France are sending a fair quantity, but the importers wish the amount was doubled. Very few shipments of German wares have been made in the past two weeks, in spite of all the efforts that have been put forth by the Importers' Association.

Local representatives of the glass and pottery factories report an increased business, though there are a few who say trade has not yet begun with them.

Our reports from the factories in the West are very encouraging. Orders are coming in early and for good quantities, with every prospect of a big demand a little later. The shortage of foreign goods is certain to create a call for domestic productions, say the manufacturers, and they will be prepared to meet all requirements.

Retail trade in and around New York is at a very low ebb, but at interior points it seems to be nearer normal. Better conditions are reported from the West and Southwest. The Pacific Coast is the best market of all, although the New England shore resorts are doing pretty well. As August is the best month for summer resort trade, good business is looked for within the next six weeks.

Everything points to a rosy future. Railroad earnings are increasing and bigger orders are coming in for munitions of war and for all kinds of non-contraband goods. The harvests are wonderfully prolific. Record-breaking crops of wheat and corn are reported; potatoes are a drug on the market; and fruits are so abundant that farmers do not know what to do with their peaches, pears and apples. The fruit jar men can sell all the goods they can make. While a certain tenseness of feeling will continue until the country's relations with Germany and England are settled, no one believes that anything but an amicable solution of the difficulties will be found, and that matters will adjust themselves so that business will be allowed to go on.

Pittsburgh and Vicinity

Some improvement in the buying of general lines of glassware from this district is noticeable. Many plants which were idle during a part of the month have resumed; but there are a few others still inactive, no time being announced when these will resume. Jelly tumblers are in heavy demand. Light cut ware is in fair request. Blanks are selling on a reasonable scale. Ordinary table lines are moving from fair to medium.

East Liverpool and Vicinity

Business with the general ware manufacturers in this vicinity continues to show an improvement. This is especially true of small orders, which in the aggregate amount to a considerable volume. Operations throughout the territory are active—in fact, some plants are already working full time. At all of them the opinion is held that the fall trade will be exceptionally strong, and that every pottery will be working to capacity.

TEN CENT STORES ASK TIME.

THE American Five and Ten Cent Stores, a corporation with offices at 315 Fifth Avenue, and a chain of stores in various cities, is asking creditors for an extension. The corporation proposes to pay 100 cents on the dollar—ten cents in cash and ten cents every three months until the debts are paid. The liabilities are $218,000, and the assets $442,000.

The company was incorporated in September, 1911, with a capital stock of $1,000,000. The sales for 1914 amounted to $1,388,000. A complete change was made last year in the management, and the affairs of the company have been going through a reorganization in its buying departments and in all of its stores. The condition of the company is laid to poor merchandising and unfavorable contracts, and the company needs more working capital.

GOVERNMENT PUBLICATIONS ON CERAMICS.

THE following technologic pamphlets will be sent free upon request by the Bureau of Standards, Washington, D. C.:

No. 1—The effect of preliminary heat treatment upon the drying of clays.

No. 7—The testing of clay refractories, with special reference to their load-carrying capacity at furnace temperatures.

No. 10—The melting points of fire bricks.

No. 16—The manufacture of lime.

No. 21—The dehydration of clays.

No. 22—The effect of overfiring upon the structure of clays.

No. 23—The technical control of the colloidal matter of clays.

No. 30—Viscosity of porcelain bodies.

No. 31—Some leadless boro-silicate glazes maturing at about 1,100 degrees C.

No. 40—The Veritas firing rings.

No. 46—A study of the Atterberg plasticity method.

Where the Department Store Falls Down.

By A VALUED CONTRIBUTOR.

THE idea of the sectional store—a combination under one roof of universal requirements—is sound at base, and the sectional store has come to stay.

Retail trading is a pure human-nature problem. The human being habitually seeks convenience. The convenience which the department store offers for shopping brings its volume, and economy of large operation makes for a lower expense rate.

The specialty store has these two factors—lower expense rate and convenience of shopping—to handicap it at the start.

Why, in the face of these initial handicaps, is the specialty store successful?

Because retail trading is a human-nature proposition, and the department store is losing sight of this essential element.

The specialty store is directed by its owner, who is an efficient manager, knows his business thoroughly, knows his customers, studies their whims and caters to them. His methods are human-nature methods, void of mechanism and slavish adherence to system.

The department stores in the past have been successful because they have had the same kind of specialty management; and where the department store maintains it there is no sign of retrogression.

A wave of mechanism has struck department store management. The owners and managers have on account of past prosperity assumed the position that the store itself is everything—that the store's prestige and following carry it—and in consequence its merchandise supply may be mechanically adjusted by substituting cogs at the buying points in the place of personality and brains. This policy operates successfully for a time on the store's momentum, but eventually the human customer discovers that the convenience of having everything under one roof is a delusion when she finds it impossible to either get what she needs at various sections or finds a dearth of variety from which to make her selection. She begins to experience the results of machine methods.

The department buyer, through the exactions of the turnover and rigid adherence alone to essential demands in his efforts to secure turnover, is forced to forego personal appeal. For a time the customer submits. She has an unconscious feeling that something is wrong, but she cannot define what it is. She finally becomes dissatisfied by her accumulation of disappointments, and begins to drift to the specialty store.

The manager of the specialty store is the proprietor. He is a merchant. His personality permeates the whole establishment. The environment is human in its appeal. He has not become a mechanical systen. Milady makes some discoveries. She finds a greater variety of the particular articles she seeks; she finds a more careful selection; she has been greeted by the affable person who owns the shop; the clerks are more attentive and considerate in their eagerness to please her. She may pay a higher price for what she buys, or she may not. She seldom knows, because the specialty merchant has sought to avoid the merchandise of his competitors to the best of his ability. This appeals to her sense of exclusiveness, and she acquires new habits of shopping. She may find it necessary to make more calls than she cares to make, but the results are so much more satisfactory that she makes no complaint about the additional inconvenience of shopping. And the department store has lost a permanent customer.

The tendency of the department store, and one of its chief elements of strength on the economical side, is towards cheap help. The principle is economically sound when it does not involve the directing heads. The guidance of help by ripe experiences, efficiency and authority on the buying end brings success from average selling material. The average clerk is the same whether attached to the specialty store or the department store. The clerk is always amenable to the influence of his environment. Notwithstanding the possibly lower wage rate in the department store as compared with the specialty store, with the efficient buye to guide it the help will produce just as efficient results in the one place as in the other.

Personality is the crux of the whole situation.

The department store is a human-nature proposition purely and simply, and human nature demands human methods if you wish to satisfy it and profit by its patronage. You cannot retain the good will of those who buy at retail by adopting mechanical methods. Mechanical systems and laws which may successfully guide the affairs of public service corporations, transportation companies, etc., are not applicable to retail

trading, where direct personal contact with the human being and the retaining of his good will are the vital elements of success. In the retail store the decision rests with the customer. With public service corporations, transportation companies, etc., they decide for the customer. He has no option. Rules which guide the one are inapplicable to the other

When the manager of the department store assumes the attitude that the store is a big machine into which he can introduce his help at one end for distribution to their proper stations and draw into the other end his here, with less mechanical guidance from the general office, will soon readjust the whole department store situation and destroy the only source of danger threatened by the specialty store.

Economy of operation is the keynote of department store management; but the buying points are the last places where economy should be exercised.

A department store in any city with strong, efficient, well-trained and well-paid buyers at the head of all its departments will never fail or become unpopular.



SAMPLE ROOM OF THE PITTSBURGH LAMP, BRASS AND GLASS CO.,
CENTURY BUILDING, SEVENTH STREET.

patronage, expecting both elements to perform mechanically the operation of making profits for him, he is on the high road to failure. Yet the trend of many department stores of late has been in this direction.

We repeat: the department store has all the basic elements for successful operation. The idea is sound, and it has come to stay. This wave of mechanism which has engendered its unpopularity will disappear automatically when the discovery is made that mechanical systems and rules are unproductive.

The personality of the efficient and well-equipped department manager, the specialty merchant at the helm of his section, is the rock upon which the whole business rests. Upon his freedom of operation and his authority and consequent productiveness the whole department store structure stands or falls; and more liberty

IMPORTERS POSTPONE PROTEST MEETING.

THE meeting called for Wednesday at the Hotel Biltmore by the importers' committee to consider the formation of resolutions protesting against further delay in securing from Great Britain the recognition of neutral trade rights, to the end that goods of German and Austrian origin might be permitted to come forward through neutral ports of Europe, was postponed owing to the announcement from London that a new and different note respecting the British attitude on our protest against the commercial blockade of Germany would be sent over within the next week to supersede the note received by Secretary of State Lansing on Monday. It was deemed advisable to defer action until matters were further developed.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The business in domestic dinnerware has taken a decided spurt upwards this season, and these lines are being demanded by buyers on a larger scale than ever before recorded. Much attention has been given of late by manufacturers to the question of quality, both in body, glaze and decoration. Two plants which are producing dinnerware of merit have sufficient orders to keep them working full time. The fact that these lines are open stock and can be added to upon very short notice is an important factor with buyers.

* *

The Ohio China Co., East Palestine, O., resumed work in full after a brief summer holiday, and orders are now coming in such volume as to warrant the belief that the plant will be worked to capacity this fall.

* *

All resolutions adopted at the recent convention of the National Brotherhood of Operative Potters at Atlantic City are to be referred to a referendum vote of the workers before a joint conference is held with the Labor Committee of the United States Potters' Association. This vote will probably be taken the first meeting night in August of each local union. The joint conference will probably take place the latter part of August or early in September.

* *

Mr. Schwartz, representing the Golden Rule Store, St. Paul, Minn., has been spending some time in the district placing orders for immediate requirements.

* *

That some very extensive business has been placed in this district of late is indicated by the report that one concern is filling specifications calling for from three to four cars a week, and another has orders calling for the delivery of two carloads per week. Different firms are working on these orders, all of which are for decorated ware.

* *

The Colonial Pottery Co. is making a special feature this season of an underglaze blue decoration on dinnerware which is attracting much attention. This treatment is to be had on either a plain or fancy shape. Orders for toilet and hotel ware with this concern are showing a decided increase over the volume of the first part of the year, and are causing the plant to be operated on full time

* *

By placing their entire battery of kilns on full time the Warwick China Co., Wheeling, W. Va., have increased the production one-third. One of the seven kilns at this plant which has not been under fire for from twelve to fifteen years is now in steady operation. Additional working forces have been put on in other departments of the plant.

* *

A very generous demand for the black and white and "Bluebird" decorated ware of the Knowles, Taylor & Knowles Co. is noticed. Both patterns are reordered on a most liberal scale.

* *

Modelers here are active in the creation of new shapes and additions to those already before the trade.

* *

William C. Browne opened at the Hotel Henry, Pittsburgh, last Tuesday with the lines of the Warwick China Co.

* *

Operations at the Taylor, Smith & Taylor plant, Chester, W. Va., are on a generous scale, the demand for their new dinnerware patterns being very good. Their grill-room plate is a very strong special feature, and is to be had in either plain or decorated.

* *

The plain and fancy shapes in dinnerware shown in many new decorations for the fall trade by the C. C. Thompson Pottery Co. are having a very strong run. The border patterns are especially attractive, and jobbers are taking to the line in a manner that indicates a strong movement for both offerings.

* *

Compared with other seasons, the demand for plain white ware this year is far below normal. The sale of decorated ware shows an increase.

* *

Southern pottery clay shippers have been unable to fill all orders from this district on acoount of the continued wet weather in that section. Local clay brokers say they are far behind in their shipments.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, JULY 29, 1915.

ELSEWHERE in this issue we print an article entitled "Where the Department Store Falls Down," by a well-known department store manager, and we commend its perusal to both proprietor and buyer.

KILLING BUSINESS.

IT is very easy for a retailer to kill the sale of any article he handles, not only for himself, but for everybody else, including the manufacturer or importer. One of the most effective ways of doing it is to run an article for awhile at an exorbitant price and then slash it. Competitors learn of the cut and go under, and then nobody wants it. With a fair price at the start it would have gone well. It was, in fact, selling well in other places, and because of this the importer had prepared to bring over quantities, or the manufacturer had made up a big stock. In a week the sale is killed for everybody.

It is a well-known practice in many retail stores to put on the regular percentage of profit and then as much more as possible. This is perfectly right up to a certain point. For instance, suppose an article costs $5. It looks as if it could stand a price of $10 at retail, and that figure is made. But if, because it is especially attractive in appearance, the dealer makes his price $15 the chances are that he will kill the sale at the start, and then he lowers it to $10. It is a "marked down" price as far as he is concerned, and being advertised as such his competitors are soon informed of the fact and they cut their price to $7.50. The first man then goes to $5; and good-by to the article.

Manufacturers are not blameless, either. They bring out an article, say for $5, and then a little later make one for $3 which is so near like the first that it is hard to see the $2 additional value in the former production. They sell a lot of the first and then go to the same people with the $3 article. If the latter buy the cheaper item they are forced to lower the selling price of the other. If they do not buy, their competitor will, and then they have to cut the price anyway.

When the manufacturer makes his $3 article he should see to it that it is not near enough like the $5 item to kill it. He must have a variety of shapes and patterns, of course; but they should never conflict. It is not easy; but unless this is looked out for the sale of one or the other is killed.

PERSONAL.

IN endeavoring to recover the diamond ring he lost a few weeks ago A. P. Doctor has had what would be considered some amusing experiences if the loss of $500 were not at stake. Advertisements in the daily papers have brought all sorts of answers from persons claiming to have found it. One of them called up Mr. Doctor's office last week and had him describe the ring, and later produced a fake diamond exactly answering Mr. Doctor's description as to style of setting and size of stone. He was promptly assisted to the door.

⚜

E. W. Wright, president and treasurer of the Pittsburgh Metal Spinning and Stamping Co., was a visitor in the city last week negotiating for a New York representative of his concern's line of portable lamps.

⚜

Peter and Otto Goetz, Jr., returned this week from their vacation at Lake Huntington, N. Y. They would have stayed longer but for the Salesmen's outing, which they could not think of missing.

⚜

Marguerite Doctor, assistant to her father, A. P. Doctor, leaves on Saturday for a vacation in one of the suburbs of Pittsburgh. While there she will make a visit to the factories of the Central Glass Works Wheeling, W. Va., and the Deidrick Glass Co., Monaca, Pa.

⚜

This is reception week at the local salesroom of the United States Glass Co., and Ed. Craig is in his glory, for he is never happier than when he is entertaining his old friends from the factories. Among the visitors have been Harry M. Kelly, superintendent and sales manager of Factory U, Gas City, Ind.; E. B. Bryce,

superintendent of Factory B, Pittsburgh, who came in for the day on Wednesday from Atlantic City, where he is in attendance at the conference of the glass manufacturers and workers; and H. W. Nickel, of the Pittsburgh office, who is here mainly on a pleasure trip.

⚜

Frederick Skelton will shake off the responsibilities of business for two weeks when he leaves on Saturday with a party of friends for a motor trip through Canada.

⚜

John Yaeger, secretary and treasurer of the Central Glass Works, Wheeling, W. Va., arrived in town on Tuesday, leaving again on Thursday for Atlantic City to attend the glass manufacturers' conference.

⚜

Miss Alice Brennan, office manager at the local salesroom of the J. D. Bergen Co , left on Wednesday for a two weeks' stay at the seashore.

⚜

Frank H. Vaughn, traveling representative for the Brush-McCoy Pottery Co., spent the week-end in New York, leaving on Monday for Trenton, Philadelphia and Pittsburgh, having arranged to spend a week in the latter city with his line.

⚜

Chas. C. Ashbaugh, secretary and treasurer of the West End Pottery Co., East Liverpool, O., is spending this week in New York, making his headquarters at the salesroom of Wm. M. Warrin, the concern's representative here.

⚜

T. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., was in town on Monday conferring with E. L. Bates.

⚜

Geo. R. West, of the Westmoreland Specialty Co., is in the city this week, making his headquarters, as usual, at the salesroom of the Horace C. Gray Co.

⚜

W. W. Magee, manager of the New York office of the Plume & Atwood Mfg. Co., who has been on the sick list for the past ten days with an attack of malarial fever, has sufficiently recovered to spend a short time every day at his office, but is still feeling weak.

⚜

Jos. Vallin, of the Imperial Art Glass Works, who, accompanied by his family, has been enjoying a ten days' motor trip to Atlantic City and other points along the coast, returned to business on Monday.

⚜

Louis S. Hinman, of Theo. Haviland & Co., will leave Saturday for Kennebunkport, Me., for a fortnight's vacation.

⚜

J. C. Knowles, of the Knowles, Taylor & Knowles Co., East Liverpool, left for home on Tuesday after spending several days here conferring with the E. W. Hammond Co., the company's local agents. Mr. Knowles came here from Atlantic City, where he had been enjoying a vacation.

⚜

Wm. M. Warrin spent the first half of this week making the northern New Jersey towns, where he stirred up some very satisfactory orders.

PRIZES AT THE SALESMEN'S OUTING.

THE number of tickets disposed of for the outing of the Pottery, Glass and Brass Salesmen's Association at Glenwood-on-the-Sound on Saturday of this week is growing by leaps and bounds, and it looks as if all previous records would be broken.

Messrs. Brey, Bean and Handy made a trip to Karatsonyi's this week to see that everything is in readiness for the party, and among other things had the rough places removed from the running track at the special request of several of the sprinters who contemplate entering the fat men's race.

The boat is scheduled to leave Pier 8, near the foot of Wall street, East River, at 9 o'clock, and the foot of East Twenty-fourth street at 9:30. Mr. Brey wishes to call the attention of those unable to make the boat, and who intend taking the train, to a mistake in the directions on the tickets. "East Thirty-ninth street ferry" should read: "East Thirty-fourth street ferry."

Get your tickets now, and be on hand rain or shine. Last year was an example of the freakish weather at this time of year, the rain coming down in torrents in the morning, but clearing about ten o'clock and proving one of the most beautiful days of the summer.

Chairman Bean is to be congratulated upon the collection of prizes he has gotten together and which are on display in the show window of L. D. Bloch & Co., 153 Fifth avenue. Following is the list of prizes for the different events and the names of the donors:

100-YARD DASH—First, silk umbrella; donor, Fred C. Brey; second, French china tea set, Justin Tharaud; third, Cloisello ware vase, Frank S. Warren; fourth, tankard, H. Benedikt.

12-POUND SHOT PUT—First, cut glass vase, Edward W. Hammond; second, jardiniere and match safe, William M. Warrin; third, vase and cracker jar, H. Benedikt.

RUNNING HIGH JUMP—First, cut glass vase, Thomas Shotton; second, cut glass decanter, Chas. H. Taylor; third, engraved glass vase, John Nixon.

FAT MEN'S RACE—First, ivory toilet set, Marc T. Lester; second, smoker's set, Lee Schoenthal; third, brass umbrella stand, Horace C. Gray.

THREE-LEGGED RACE—First, boxes of cigars,

William D. Dougherty and Connor & Einarsen; second, French china percolator, J. J. Hines, and metal percolator, H. S. Mirrielees.

Relay Race—Four boxes cigars (one to each member of winning team), A. C. Rhode.

Shoe Race—First, gold shirt set, Thos. G. Jones; second, silver-deposit vase, William F. Hayes; third, pair art pottery vases, William Albert.

200-Yard Swim—First, bluebird decorated breakfast set, James M. Stewart; second, gas iron, General Gas Light Co.; third, casserole in metal container, L. D. Seixas.

220-Yard Dash (special race for non winners of previous events)—First, electrolier, Chas. Parker Co.; second, cut glass vase, Kiefer Bros.; third, mounted casserole, M. Hirsch.

TALKING IT OVER.

THE annual get-together meeting of the Plume & Atwood Mfg. Co.'s resident representatives in Chicago, San Francisco and New York, as well as the traveling staff, took place at the concern's factory, Waterbury, Conn., on Monday, Tuesday and Wednesday of this week. At this conference new goods to be brought out and plans looking to future business were discussed with the heads of the concern.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

E H Zeller, t, W Koch Importing Co, Baltimore. Imperial.

C W Melick, hf, c, g, P W Melick Co, Elizabeth City, N C. Navarre.

M Schwartz, c, t, Golden Rule, St Paul. 1270 B'way.

J A Armstrong, hf, J N Adam & Co, Buffalo. 18 West 35th.

I Ostrander, hf, c, Ellenville, N Y. Grand.

G A Searle, c, g, s, Schuneman & Evans, St Paul. 116 West 32d.

H Falk, hf, The Mode, Boise. 1270 B'way.

F L Sturtevant, c, g, t, Forbes & Wallace, Springfield, Mass. 2 Walker.

M J Donovan, hf, Buffalo. Great Northern.

R A Patout, hf, Patout-Thomas Co, Navasota, Tex. 1150 B'way.

J Larin, c, "Almy's," Montreal. 2 Walker.

P B Baxter, hf, Hennessy & Co, Butte, Mont. 23 East 26th.

F E Dubuert, hf, Montgomery, Ward & Co, Chicago. 43 West 23d.

Miss Carey, l, Mandell Bros, Chicago. 13 East 22d.

J Arion, hf, Emery, Bird Thayer Co, Kansas City. 25 Madison ave.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of May, 1915, compared with the same month in the preceding year, were as follows:

	1914	1915
Great Britain	$174,210	$178,110
Austria	42,540	16,860
France	114,003	87,500
Germany	321,746	225,758
Japan	216,269	109,154
Other Countries	22,577	21,635
Total	791,345	639,017

FOR ELEVEN MONTHS ENDING MAY.

	1913	1914	1915
Great Britain	$2,243,654	$2,231,504	$2,136,904
Austria	613,160	623,840	387,971
France	1,571,293	1,522,892	977,038
Germany	3,537,080	3,794,557	2,945,525
Japan	1,282,097	1,217,077	1 148,795
Other Countries	280,478	313,916	407,899
Total	9,327,762	9,703,786	8,004,132

TOYS.

	1914	1915
Germany	$372,530	$443,552
Other Countries	94,732	56,442
Total	467,262	499,994

FOR ELEVEN MONTHS ENDING MAY.

	1913	1914	1915
Germany	$6,217,047	$6,997,417	$6,414,385
OtherCountries	931,388	1,233,314	1,234,232
Total	7,148,435	8,230,731	7,648,617

GLASSWARE.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1914	1915	1913	1914	1915
$203,625	$76,507	$2,008,903	$2,259,169	$1,548,513

CHINA CLAY.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1914	1915	1913	1914	1915
$136,908	$96,252	$1,546,300	$1,449,472	$1,343,770

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1914	1915	1913	1914	1915
$67,460	$42,786	$612,306	$794,891	$487,069

THE METROPOLITAN MARKET

THE line of thin blown tumblers made by the Macbeth-Evans Glass Co., represented here by Bates & Ledden, is one that the buyer should lose no time in getting acquainted with. Only designs that have proved their salable qualities are retained in the list of patterns, thereby assuring the dealer a live seller, no matter which he may select. A new edition of the concern's tumbler portfolio is now ready for distribution and will be cheerfully furnished for the asking.

John Nixon, local representative of the Fostoria Glass Co., last week opened a new and unusually large line of flare-shaped stemware, both plain and optic, with about ten new decorations in needle engraved and etched designs. Particularly noticeable are some gold decorations, finely done and at very low prices. Besides the regular pieces are comports, cafe parfaits, sherbets, etc. The new shape is particularly graceful, and the best they have ever made.

Herman Kashins. a well-known figure in the cut glass world, who recently resigned as president of the Stage-Kashins Cut Glass Co., Lawrenceville, Pa., to become a factory representative, has just mailed an announcement to the trade of his newly-organized sales concern known as the H. Kashins Co., representatives of lines of American cut glass. Mr. Kashins has leased space from the E. W. Hammond Co., 23 West Twenty-third street. Through his long experience Mr. Kashins has gained a thorough knowledge of the requirements of the trade and will cater to their needs with lines that have been selected with special reference to their salable qualities. Among the novelties to be shown will be a line of deep cuttings with the design done in colors by a patented process.

Some beautiful new lines of table glassware are in preparation at the factory of C. Dorflinger & Sons which will soon be exhibited at the New York salesroom. Two gold decorative treatments are among them which are expected to add new laurels to the manufacturers' reputation for artistic designs and quality. It is promised that all of the patterns will be of a very distinctive character; consequently the buyer in quest of something really different in this line should jot down a memorandum to visit the Dorflinger salesroom.

An array of new artistic carved ivories has just been placed on exhibit in the art department of Mogi, Momonoi & Co. which includes some wonderfully-executed Japanese figures and groups, as well as birds, animals, etc., mounted on bases of carved teakwood. An exceedingly beautiful bit of workmanship is a receptacle that can be put to a number of uses carved out of a solid piece of ivory, the box and cover being a solid mass of flowers and leaves, every little petal and detail being perfectly executed.

A new design in silverware has just made its appearance at the showroom of the Pairpoint Corporation that is greatly admired by all who see it. Its simplicity, combined with the quaint shape it adorns, satisfies the taste of the most fastidious. It is shown in coffee and tea sets, platters in all sizes—in fact, may be had in a whole silver service.

The Horace C. Gray Co. are displaying some new items from the Westmoreland Specialty Co. in the way of glass candy-filled novelties designed especially for the ten cent trade. The telephone, which has enjoyed such a reign of popularity, is shown in a new form, the base being in a silver finish that gives it a more realistic appearance than before.

C. H. Taylor is exhibiting two new designs from the Jewel Cut Glass Co. that are quite out of the ordinary. Both are combination floral and mitre cuttings, arranged in a novel panel style. The fine execution and finish leave nothing to be desired.

Bates & Ledden have just received the first issues of an eighty-five page supplementary catalogue showing the very latest efforts of the Guernsey Earthenware Co

in cooking and serving dishes, etc. Considerable space is devoted to the concern's new line of "Porcelainware," in which may be had an assortment of shapes and styles formerly to be found only in imported goods. The catalogue is known as No. 1003, and will be mailed upon request.

The E. W. Hammond Co. are displaying an unusually good assortment of welded-edge hotel ware from the Knowles, Taylor & Knowles factory. There are a diversified lot of designs in floral and figured underglaze prints.

Thomas Lynch, the well-known truckman who has served the crockery men so long at 25 West Broadway, has opened a branch office at 3 and 5 West Twenty-eighth street.

AT THE FURNITURE EXPOSITION.

A NOTICEABLE feature of the July Furniture Exposition now being held at the Furniture Exchange in the Grand Central Palace Building is the steady increase in the number of exhibits of china, glassware and lamps. Where formerly there were only one or two, there are now a dozen or more.

The honors for the finest lamp display will easily go to the Royal Art Glass Co., this city, who are showing the best line of portables and hanging fixtures they have ever brought out. It is well worth the special attention of the furniture store buyer desirous of adding an assortment of lamps that are proving their salable qualities all over the country.

The largest and best arranged display of china is made by Geo. V. Millar & Co., Scranton, Pa., under the supervision of R. J. Wylie, the concern's traveling representative.

DUTY ON CHINAWARE.

THE Treasury Department has sent out an order to Collectors of Customs and other officials directing that hereafter chinaware with a white body having a superimposed brown coloring on the outside shall be held dutiable at the rate of 55 per cent ad valorem as chinaware colored or tinted, under Paragraph 80 of the tariff. The attention of the Department was called to a variation in practice in the return on merchandise of this kind at Baltimore.

It appears that the usual practice at the port named has been to return this chinaware at 55 per cent, but that in one case the appraisers returned the goods at 50 per cent under the same paragraph following a recent decision of the Board of General Appraisers. It also appeared that the officials at this port have been returning similar goods at 50 per cent. Assistant Secretary Malburn says in his order that the board's decision appears to be based upon the testimony of only one witness and that it appears to be contrary to an earlier decision of the board.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways.
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China.
The MUNICH	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China.
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION	Porcelain Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co. Lenox. Onondaga China, W. S. George Pottery Co., Knowles. Taylor & Knowles and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

☞"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company
POTTERS.

THIS TRADE THE COLONIAL CO MARK
CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



HOW ARE THESE FOR 10c. SELLERS?

All high glazed inside and out. Six shapes and a dozen colors. Order Group No. 1115—nine dozen—and try them out. If your jobber hasn't them, write us.

"THE LINES THAT SELL."

We are showing this year the greatest lines of staple and fancy

JARDINIERES, PEDESTALS, UMBRELLA JARS, Etc.,

ever shown by one factory in America.

Ask to see our

NEW MOSS GREEN.

It's a winner. Not expensive.

THE —

Brush-McCoy Pottery Co.,

ZANESVILLE, OHIO.

New York, Cox & Lafferty, 25 Park Place.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c. &c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 27, 1915.

CHRISTIANSAND

2 packages chinaware.....Royal Copenhagen Porcelain Co
39 " glassware.....J H Venon

ROTTERDAM

9 packages chinaware.....B A VanStratten

SHANGHAI

9 packages chinaware.....Dodwell & Co

LIVERPOOL

4 packages earthenware.....Downing's Foreign Express
11 " " .....H C Edmiston
7 " " .....Davis Collamore & Co
22 " " .....Maddock & Miller
10 " " .....G F Pearce & Co
10 " " .....Butler Bros
5 " " .....Rowland & Marsellus Co
13 " " .....L Rosenfield
1 " " .....E Boote
3 " " .....Gimbel Bros
12 " " .....F W Woolworth & Co
1 " " .....Miscellaneous Orders
23 " chinaware.....W S Pitcairn
6 " " .....Tiffany & Co
3 " " .....W H Plummer & Co
6 " glassware.....G Collamore & Co
16 " " .....Meakin & Ridgway
7 " toys.....Geo Borgfeldt & Co
3 " " .....Gimbel Bros
3 " " .....Meccano Co
3 " " .....Samstag & Hilder Co
2 " " .....Miscellaneous Orders

HAVRE

2 packages chinaware.....Gimbel Bros
10 " toys.....F W Woolworth & Co
7 " " .....B Illfelder & Co

GENOA

12 packages toys.....Sutherland Int Dispatch
5 " chinaware.....H Creange
21 " earthenware.....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

19 packages earthenware.....Jones, McDuffee & Stratton Co
134 " " .....R F Downing & Co
37 " " .....American Express Co
24 " " .....Rowland & Marsellus
21 " " .....Mitchell, Woodbury Co
17 " " .....J H Thomas
5 " " .....E Boote
3 " " .....Richard Briggs & Co
105 " " .....Miscellaneous Orders

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

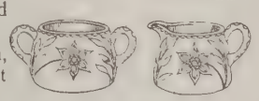
HELP WANTED.

WANTED—Decorators for glass decorating. Good wages and steady work. Address DAVID MACWHINNIE, care of Eagle Glass and Mfg. Co., Wellsburg, W. Va.

Come See a Wizard Put Diamonds Into Cut Glass



A glass cutter—clever beyond his fellows—produced a poinsettia cutting. When he came to put the center in the flower he unconsciously cut facets—or prism-like sides—and he had a diamond, with its beauty of form and glisten!



"Uncle Sam" said: "Young man, you've invented something; I'll patent it for you." And he did.

Come see the cutting being done (Fourth floor). Come see the glass—yes, and buy it. We're not too proud to confess that a store's doings are planned to create sales.

A diamond poinsettia bonbon dish, at **$1.**
12-inch diamond poinsettia flower vase, at **$5.**
Diamond poinsettia sugar and cream, large, at **$3.50** a set.
We carry a complete stock; pieces can be added at any time.
—Grand Aisle, First floor and Fourth floor.

ONE of the leading and largest department stores of New York and Philadelphia used the accompanying ad. in local newspapers during a glass-cutting demonstration which we recently gave to introduce our beautiful patented design, the

"DIAMOND-POINSETTIA."

It is conceded by experts to be the most attractive design on the market, and it is not high-priced.

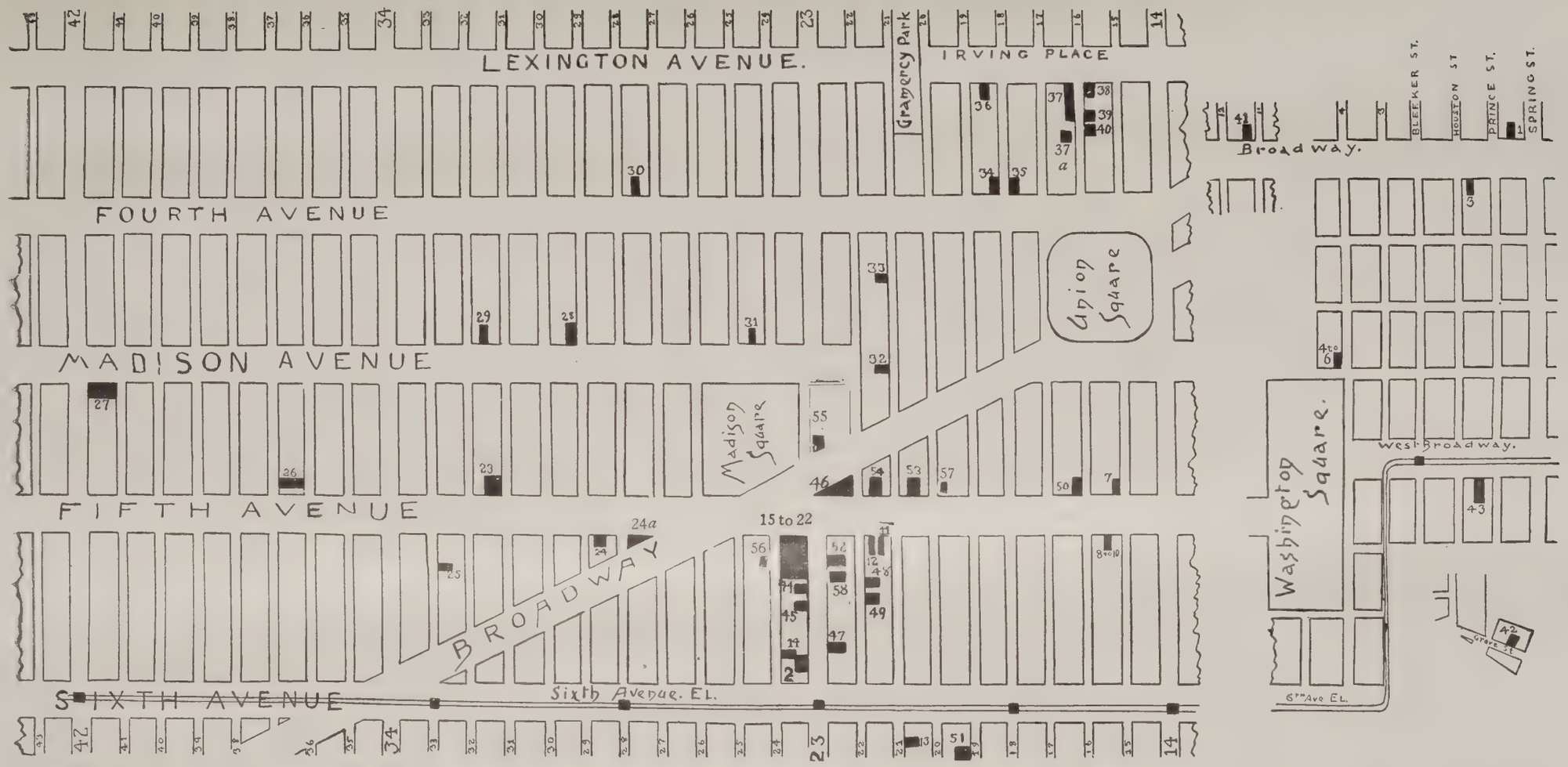
On your way to or from New York City arrange to stop off at our factory to look over this line *and our specials,* which we cut in a great variety of shapes and designs.

A sample shipment will be sent express prepaid if you are unable to pay us a visit.

IDEAL CUT GLASS COMPANY,

FACTORY, CANASTOTA, N. Y. F. L. MORECROFT, Secretary and Manager. SYRACUSE, N. Y.

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave
28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
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37a Mogi, Momonoi & Co., 105 E 16th
43 Abels & Co., 460 West Broadway
Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
44 E Boote, 35 W 23d
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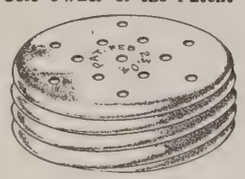
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Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.
Formerly Hogan Mfg. Co.,
NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.

J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

INCREASE YOUR PROFIT BY USING AN Efficient Cost System

W. E. LANGDON
Certified Public Accountant. Efficiency Engineer.
Harrison Building, Columbus, O.

You need this "Handy Man" in your business!

It's a pippin for marking prices on any polished surface—glass, china, stone, ivory, brass, gold, etc., etc.



The Blaisdell marks cleanly and plainly without scratching. Marks are not erased in handling the goods but can easily be removed when desired. Marks are completely burned away in firing china.

But the Blaisdell is a doer of **all** work—a crackerjack color artist for writing on your show windows and cases. It decorates your display cards and signs in all colors. Sign artists use it for blocking out sign work.

Brighten up your store with attractive colored signs, notices, price tags, etc., etc. Get the Blaisdell today and put it right to work!

BLAISDELL CHINA MARKING PENCILS:

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as **No. 173. The price of 163 is $1.20 per dozen; $12 per gross.**

Order by number from your jobber or stationer.

Blaisdell Paper Pencil Company
PHILADELPHIA

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

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Japanese and Chinese Goods,

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HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

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FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. **66 WEST BROADWAY.**

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. **25 WEST BROADWAY.**

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

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Royal Worcester China.
John Maddock & Sons, England.
Allerton's Line Earthenware and China.
Price Bros.' Teapots.
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Importers and Manufacturers.

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Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

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English dinnerware, open stock crates; majolica and teapots.

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LA PORCELAINE LIMOUSINE

Formerly

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GEO. F. BASSETT & CO.,

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Wheeling Decorating Co.
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Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.



71-73 MURRAY ST.

United States Glass Co.,

Pressed and blown glassware.

71-73 MURRAY STREET.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

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Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

Haviland & Co

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The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

GUERNSEYWARE.

16 West Twenty-third Street.

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Japanese Goods

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Grindley. Doulton. Furnival.

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L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

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Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

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Importers of Japanese Goods,

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LUNA Illuminating Glassware.
C. J. Dela Croix in charge.

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O. D. DELA CROIX,

China and Cut Glass.

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HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
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Indiana Glass Co., Pressed Table Glassware and Lamps.
Edwin M. Knowles China Co. High Grade Dinner and Toilet Ware.
Lancaster Glass Co., Pressed Crystal and Decorated Glassware and Vases.
Jos. Phillips & Co., Hand Engraved and Cut Glass.
The Sterling Glass Co., Rich Cut and Engraved Glassware.
Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

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Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

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Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,
W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

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Representing Porzellanfabrik Tirschenreuth,

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The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

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MANUFACTURERS OF **Fine Blown Lead Glass**

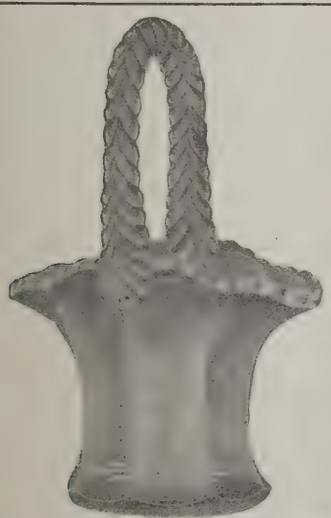
Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

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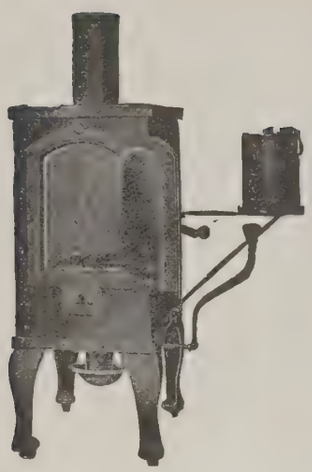
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Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

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Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
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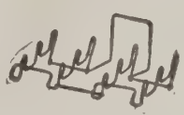
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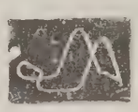
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MANUFACTURERS OF

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FINE TABLE GLASSWARE.

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MANUFACTURERS OF

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Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

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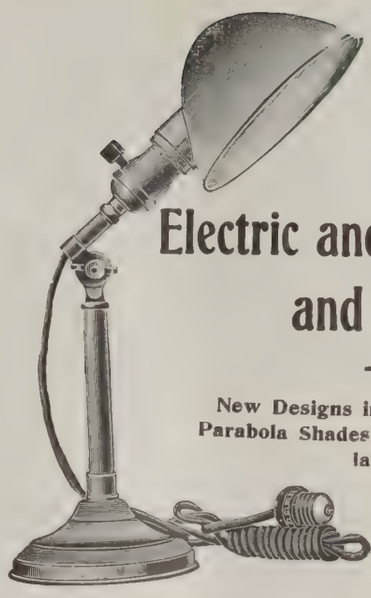
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"STANDARD of EXCELLENCE"

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New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

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Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

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THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



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The Best Piano and Desk Lights Made.

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Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

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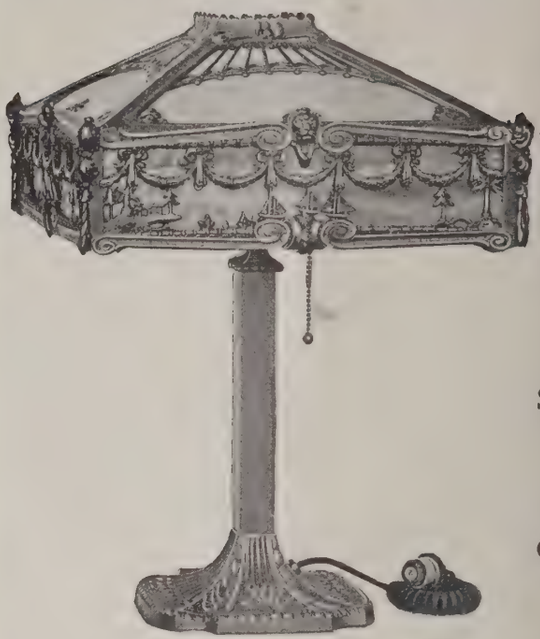
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CROCKERY AND GLASS Journal

Vol. 82. No. 6

Aug. 5, 1915

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THIS sign placed on a table with about twenty different pieces of our hand-cut glass, all live-wire, snappy, sparkling, useful pieces, will make you think good times have arrived. Your trade simply cannot resist spending a dollar when they look at this display.

As for your profits, rest assured they will be more than the average expected.

Call at the factory, or at any of our showrooms most convenient to you. Go thoroughly over this dollar-table game with us. It will prove a big winner for you.

Imperial glass company

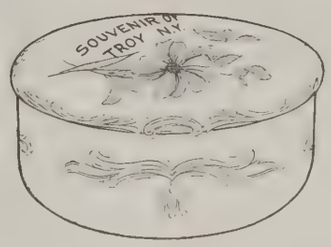
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BEAUTIFUL NOVELTIES FOR SOUVENIRS.



PUFF BOX

Novelties for gifts, for sales at parks, fairs, or summer resorts; also for store openings, or any special sale inducement.

Assortment consists of twelve attractive items, each one ornamental and useful. Made of white glass, hand-painted and lettered. Souvenir of any name desired.

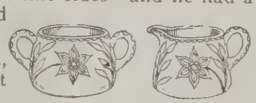
UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

Come See a Wizard Put Diamonds Into Cut Glass



A glass cutter—clever beyond his fellows—produced a poinsettia cutting. When he came to put the center in the flower he unconsciously cut facets—or prism-like sides—and he had a diamond, with its beauty of form and glisten!



"Uncle Sam" said: "Young man, you've invented something: I'll patent it for you." And he did.

Come see the cutting being done (Fourth floor). Come see the glass—yes, and buy it. We're not too proud to confess that a store's doings are planned to create sales.

A diamond poinsettia bonbon dish, at **$1.**
12-inch diamond poinsettia flower vase, at **$5.**
Diamond poinsettia sugar and cream, large, at **$3.50** a set.
We carry a complete stock; pieces can be added at any time.
—Grand Aisle, First floor and Fourth floor.

ONE of the leading and largest department stores of New York and Philadelphia used the accompanying ad. in local newspapers during a glass-cutting demonstration which we recently gave to introduce our beautiful patented design, the

"DIAMOND-POINSETTIA."

It is conceded by experts to be the most attractive design on the market, and it is not high-priced.

On your way to or from New York City arrange to stop off at our factory to look over this line *and our specials,* which we cut in a great variety of shapes and designs.

A sample shipment will be sent express prepaid if you are unable to pay us a visit.

IDEAL CUT GLASS COMPANY,

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ESTABLISHED 1877. INCORPORATED 1903

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THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND HOTEL WARE,

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Underglaze Blue. Full Line Cable Goods. Fair Prices.

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All high glazed inside and out. Six shapes and a dozen colors. Order Group No. 1115—nine dozen—and try them out. If your jobber hasn't them, write us.

"THE LINES THAT SELL."

We are showing this year the greatest lines of staple and fancy

JARDINIERES, PEDESTALS, UMBRELLA JARS, Etc.,

ever shown by one factory in America.

Ask to see our

NEW MOSS GREEN.

It's a winner. Not expensive.

— THE —

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HENRY SAUL. Formerly with Bawo & Dotter. ALBERT REHBERGER.

OUR SPECIAL POTTERY ASSORTMENT IS A WINNER.

. . . SPECIALIZING IN . . .

Mahogany Floor and Table Portable Lamps, Metal Lamps, Cut Glass, Art Pottery and other lines.

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A salesroom overflowing with "live sellers" for the fall trade. Come in! We will show you some surprising values.

Information and prices furnished buyers unable to pay a personal visit.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples

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Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
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Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

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F. H. Young, 325 Locust St., St. Louis, Mo.
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THE VAN GLECKLAND PORTABLE GAS LAMP.

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic r design: absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide.

Write us for detailed description; also our comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

A. GREDELUE.



Glassware

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Light and Deep Rock Crystal.

Fancy Goods.

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

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GUERIN & CO.,

Trade Mark



of Limoges, France,

Trade Mark



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Extend a cordial invitation TO ALL to visit their new showrooms at

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Compiled especially for Crockery and Glass Trade.

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PHILADELPHIA.

ESTABLISHED 1818.

Each and every process in the manufacture of Libbey Cut or Engraved Glass is scrupulously watched and safeguarded, so that the finished piece will be worthy to bear the trade mark:

LIBBEY

"THE WORLD'S BEST."

That is why Libbey Glass is unrivalled the world over for originality of pattern, for flawless craftsmanship.

It is also the reason for the widespread popularity of the Libbey product.

THIS NAME ETCHED 

ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 5, 1915.

THE CONDITION OF BUSINESS.

New York

While business is improving, it is not going fast enough to please the importers or manufacturers. In New York the business at the salesrooms for the week was rather disappointing. But the mails helped out a lot. The men on the road are doing pretty well, but the buyers in town were not much in evidence, though a few were assiduous in their duties. Perhaps they were not to blame, as the heat was excessive most of the time. It is not the pleasantest thing in the world to pick out crockery and glass when the thermometer registers close to ninety.

Reports from the factories show up a little better. A decided gain is noticed for some classes of ware, while others only hold their own.

The wonder grows every day that the demand for domestic wares is not greater. Take hotel tumblers and goblets. The importations have fallen off to almost nothing. Some of the importers have not received as much in the last six months as they ordinarily would in as many weeks. And yet the domestic factories in that time have been working only from sixty to seventy-five per cent capacity. How the big hotels, which consume from a hundred to a hundred and fifty dozens a month, are managing is a question. They must have used up their reserve stocks long ago. They are buying a little, of course; but they were either extravagant in the use of drinking glasses in the years gone by or they are now getting along with fewer pieces and using nicked or chipped ware that in better times would be thrown out.

As to the stores, it is well known that they are bringing to light crockery and glass that have been buried in the stockrooms for years. They are cutting down the number of open stock patterns of dinnerware and doing everthing possible to reduce the amount of goods on hand, and it does not take a very wise man to see that with even a small revival of business there is going to be a shortage that will drive the buyers crazy when they find they cannot get wares fast enough.

It is all right to be conservative. But there is such a thing as being too careful. With the present condition of stocks a dealer is safe to buy, and buy largely. Prices will not be as low again in years. Foreign goods are up and going higher, and it is not to be supposed that the domestic manufacturers will keep on selling at the present figures. A well-chosen stock bought now will earn good interest in increased prices later on.

East Liverpool and Vicinity

While a fair amount of new business is being received by pottery manufacturers in this locality, trade has not as yet "hit its stride." Some plants are working on fairly good schedules, but there are others which are operating only to about sixty per cent of capacity. The bulk of the orders now coming in specify immediate shipment, although here and there later delivery is wanted. That fall business will be active is the opinion of everybody here.

Pittsburgh and Vicinity

Business with the glass manufacturers in this territory displayed some apathy this week, and the general volume of orders has shown a slight decline. Seasonable items are in demand, but

are being ordered out in only needful quantities. Buyers are not as yet showing a disposition to carry large stocks, preferring to get their goods as they want them. Light cut glass is in very fair demand; also the blown lines. Table glassware continues from fair to moderate.

HIGGINS & SEITER.

LAST week we published a brief item stating that at a meeting held by the creditors at the office of the receivers on Thursday it was voted to accept the offer of the Camden Corporation to purchase the stock, good will and all the assets of Higgins & Seiter and pay the creditors twenty-four and one-tenth per cent, thus insuring a continuance of the business.

The history of the firm is interesting. In 1885 Barton B. Higgins, who had been operating a drug store in the West, desiring to place his son, Arthur S., in business, decided to establish a crockery store in New York. Meeting Charles S. Seiter, who was in the employ of D. Lindeborn, 4 West Twenty-second street, and being impressed with the ability of the young man, Mr. Higgins, Sr., proposed that he join them in the venture. Barton B. furnished $20,000 capital and the firm opened in 1887 at 52 West Twenty-second street. A little later Nos. 54 and 56 were taken in, then a store in the rear on Twenty-first street was added, and finally they built on Twenty-second street, adjoining. The business prospered until it assumed large proportions, and all went well until that wonderful change took place which left lower Sixth avenue and Twenty-third street like a deserted village.

In 1912 they moved to their present quarters in East Thirty-seventh street. Just a few days before the store at East Thirty-seventh street was opened B. B. Higgins died, and a few months later the death of Col. Seiter occurred, leaving A. S. Higgins to conduct the business alone. The property on Twenty-first and Twenty-second streets was left without tenants. The firm had a long lease on part of the premises and owned the building on Twenty-first street, which was mortgaged for $120,000. The interest on this mortgage, rentals, taxes, etc., meant an outgo of $23,000 a year. The cost of moving and fitting up the new store piled up a series of expenses which even their prosperous business could not stand, and resulted in a receivership the early part of this year in the hope of untangling the complications in which the firm had become involved. The receivership did not result entirely as expected, and a trustee in bankruptcy was appointed.

From that time on strenuous effortts were made to preserve the integrity of the business and yet do what was right for the creditors. To further this object a creditors' committee was appointed, and W. S. Anthes, who had been secretary of the Higgins & Seiter Co. and also buyer for a while, was placed in charge of the business. Half a dozen agreements were reached, and at various times it was supposed that the matter would be definitely and quickly settled, but at the last moment something came up which caused an abandonment of the plans, and about a month ago it looked as if the business would have to be closed up. Meanwhile the trustee had directed Mr. Anthes to sell the stock at reduced rates. The high reputation of the firm drew crowds of visitors and the sale was an immense success. Much sympathy was expressed for Mr. Higgins in his trouble, and friends flocked from all parts of the United States to express their regard and testify to it by large purchases. The sale was to be continued until July 1, when the stock remaining was to be offered in bulk, either by auction or at private sale.

At this juncture Mr. Anthes succeeded in interesting Eliot Cross, the owner of the store building, who offered to put up a certain amount of cash and take over the business. The amount offered was not considered enough, and the project fell through. Mr. Anthes induced Mr. Cross to increase his offer, and in conference with Mr. Higgins and the creditors' committee another plan was decided upon—viz., the formation of the Camden Corporation with $200,000 capital, $100,000 cash to be paid in immediately. It became necessary for the creditors to endorse this plan, and on Thursday, July 29, they met and did so.

This means that the Camden Corporation becomes possessed in fee simple of all rights, titles, good will, stock and all other assets of Higgins & Seiter, Inc., under which name the business will be continued as heretofore, being free from all encumbrances of the old concern. It is optional with the creditors whether they take the twenty-four and one-tenth per cent in cash or in stock, and it is said that a large number of them will choose stock to assist in the rehabilitation of the concern.

The continuance of this business is of more than local importance. It is the only specialty store in the city of New York which carries a very large stock and can supply the wants of consumers in every department of the household so far as crockery and glass are concerned. It is the only store outside of the department stores which specializes on dinnerware, and is a great outlet for this class of goods.

The trade is to be congratulated on the fact that Mr. Higgins will be back in business as president of the new concern, and that the establishment has so efficient a man as Mr. Anthes for vice-president, buyer and general manager. The latter has risen in the estimation of everybody. Taken from the floor of the store and put in charge of a large business, he has proved himself capable, safe and clear-headed. John Need is secretary, and Eliot Cross, the landlord, treasurer. The new concern will have the support and good will of everybody in the trade, and its old customers will be delighted to know that they can still patronize their favorite crockery shop.



The Salesmen's Outing.

From Start to Finish the Most Successful Picnic of the Association. Karatsonyi Outdoes Himself in the Shore Dinner.

A ROYAL TIME FOR EVERYBODY.



OUTINGS may come and outings may go, but hats are off to the Pottery, Glass and Brass Salesmen's Association's picnic of 1915, held last Saturday at Karatsonyi's, Glenwood-on-the-Sound, for it was a sure-fire success, full of "pep," with something doing every minute from the time the staunch little steamer Commander left the foot of Wall street until she landed her happy party at the same place in the evening, and expressions of enthusiasm over the day's fun were heard on every hand as the hundred and forty-odd excursionists disembarked. It was the unanimous opinion that the committees should be heartily congratulated on what all agreed was the "best ever."

The weather couldn't have been better. To be sure, the mercury did some tall climbing, for according to the Weather Bureau it was the hottest July 31 in forty-four years; but aside from wilting collars and causing the athletes some discomfort no harm was done.

The gang-plank was drawn in and the starting blast from the whistle heard a few minutes before ten o'clock to the accompaniment of Ferris's Band, which enlivened the occasion with selections that ranged from the classics to the latest tango melodies. The boat called at the recreation pier foot of Twenty-fourth street a few minutes later, and by a quarter past ten was under way for its destination. Everybody got settled in a comfortable spot, card tables were set up for those who wanted to play, and others amused themselves in various ways, one of these being to see who could consume most of the buffet luncheon served by Gus Rhode.

"Dan" Baldwin, chief dispenser of the liquid refreshments, was soon voted the most popular man on board, the thirsty voyagers swarming around him like flies around honey.

Just three hours were consumed in the delightful sail up the Sound, Glenwood being reached at 12:15, and it took only a few minutes for the crowd to form in line for the march to the ball grounds, with Alex Menzies, now justly famous as drum major, again heading the parade brandishing as a baton a brand-new cane bedazzled with silver purchased especially for the occasion.

Immediately upon reaching the ball grounds Captain McCauley of the Single Men and Captain Doctor of the Married Men assembled their teams, and the game was started with the "fans" seated underneath the trees on either side of the diamond.

The heat soon dampened the enthusiasm of the players, and only four innings and part of the fifth were played, resulting in a score of 8 to 4 in favor of the matrimonial immunes.

Then the crowd made its way to the track.

First came the 100-yard dash, which, owing to the number of entrants, was run in three heats, those who qualified being allowed to rest until after the next event before running off the final.

Then came the 12-pound shot-put, in which Chas. Zimmerman succeeded in taking first prize by throwing the ball 38 ft. 4 in. M. S. Benford was second, with 36 ft. 11 in.

It was during this event that the only serious accident of the day occurred. Ira Clarke in throwing the ball let it slip sideways and it landed in the crowd of onlookers, who scampered in every direction when they saw it coming. David Wagner, the lawyer for the Association, was not quite quick enough, and the ball struck him in the back of the head and felled him to the ground, stunning him for a few minutes. At first it was thought he was seriously injured, but a bad cut was found to be the extent of the damage.

After the excitement had subsided the programme was continued, the next event being the final of the 100-yard dash, in which Max Teischmann of the Borgfeldt & Co. establishment, who distinguished himself last year as an all-around athlete, came in first.

Teischman was also the winner in the running-high jump, with a record of 4 ft. 6 in., Wm. Wagner being second, 4 ft. 5, and Langley Hawthorne third, 4 ft. 4.

When the contestants lined up for the fat men's race ripples of laughter were heard through the crowd; but in spite of their extra supply of avoirdupois there were some good sprinters among them, especially M. S. Benford, who was the easy winner of the first prize and could have given many of the lean ones a lively tussle.

Next in order was the relay race—Uptown vs. Downtown. The uptown athletes proved too much for

the boys of the downtown district, and the honors went to the former team, composed of Teischmann, Wm. Wagner, Wm. Frey and Fred Wander.

The three-legged race created the usual amount of fun. Teischmann and Wander came in first, with Benson and F. W. Wecker second.

The shoe race was another amusing event. The contestants' foot-coverings were taken off, carried a certain distance and mixed up in a pile. Then the shoeless ones were started off and required to find their shoes, lace them up and return to the starting point. There was a wild scramble, out of which E. M. Benson emerged victoriously.

In the 100-yard swim Benford proved himself quite as dextrous in the water as on land, again coming in first.

The final event, the consolation 100-yard dash for those who had not won a prize in previous events, was easily won by Preston Plumb.

When the programme was finished it was five o'clock and dinner was waiting in the open-air dining room of Karatsonyi's Hotel. Again the line was formed, and led by the band the boys marched to the attack on as fine a shore dinner as was ever provided. Here it is:

Radishes Celery
Clam Chowder
Steamed Clams
Weakfish
Roast Chicken Corn on Cob
Lettuce and Tomato Salad
Coffee

If there was anyone present who was not feeling well it was not evidenced by his lack of appetite, and it is safe to say that if a vote were taken the dinner would be pronounced the star event of the day.

While lingering over the demi-tasse President Ed. F. Anderson arose and said he had been so impressed with the day's success that he felt it his duty to break the rule followed on former outings that no speeches should be made, as he wanted to compliment the committees in charge on their splendid work. He said: "The committees have worked very hard indeed, and accomplished wonders. Mr. Brey has proven a worthy successor to the late Henry Endemann." He also paid a tribute to the fine work of Chairman Arthur Bean of the Sports Committee, to the assistance of Howard Handy, and to Lee Schoenthal as the banner salesman of tickets. "I think we ought to recognize what they have done for us by giving them a vote of thanks," he said, and everybody rose and did so. In conclusion Mr. Anderson said: "We have got real, genuine Americans with us, and as I look around I see Germans, Englishmen and Frenchmen—quite a lot of them—and we Americans welcome them. The American flag waves for everybody, and underneath it should be inscribed 'All other flags can unite.'"

Mr. Anderson's address was enthusiastically applauded, and then the crowd made its way to the boat and was homeward bound at 6:45.

"Dan" Baldwin had lost none of his popularity since morning, and was properly cultivated on the homeward journey.

Those who could not sing, danced; those who could not dance played cards; and those who could not or did not care to do either made up congenial little parties and enjoyed each others' companionship and a cigar; and thus the three hours' trip home was made extremely pleasant.

Following were the prize-winners:

100-YARD DASH.

	WINNER
First, silk umbrella	Teischmann
Second, French china tea set	De Mars
Third, Cloisello vase	Williams
Fourth, tankard	Hawthorne

12-POUND SHOT-PUT.

First, cut glass vase	C Zimmerman
Second, jardiniere & match safe	M Zimmerman
Third, vase and cracker jar	McCauley

RUNNING HIGH JUMP.

First, cut glass vase	Wagner
Second, cut glass decanter	Hawthorne
Third, etched glass vase	De Mars

FAT MEN'S RACE.

First, ivory toilet set	Benford
Second, smoker's set	Watte
Third, brass umbrella stand	Eckland

RELAY RACE—UPTOWN VS. DOWNTOWN.

Four boxes of cigars, one to each member of team	Teischmann, Wagner, Frey, Wander

THREE-LEGGED RACE.

First	box of cigars	Teischmann
	box of cigars	Wander
Second	French china percolator	Benson
	metal percolator	Wecker

SHOE RACE.

First, gold shirt set	Benson
Second, silver deposit vase	Ulrich
Third, pair art pottery vases	Williams

200-YARD SWIM.

First, "Bluebird" dec. breakfast set	Benford
Second, gas iron	M Zimmerman
Third, casserole in metal container	McDowell

CONSOLATION 100-YARD DASH.

First, electrolier	Plumb
Second, cut glass vase	Hyman
Third, baking dish	Reinhardt

Under the rule that only two prizes could go to a contestant, with the exception of the participants in the three-legged race, the prizes for third place went in some instances to the fourth man, as in the case of McCauley, who took third prize in the shot-put, and De Mars, who took the third in the running high jump. Benson won second place in the 200-yard swim, but was eliminated as a prize-winner for the same reason.

ECHOES OF THE DAY.

No one doubted the ability of Jack Doyle, one of the Maddock & Miller athletes, to throw the ball fur-



1.—At the Twenty-fourth street pier.
2.—The shoe race scramble.
3.—Signalling for a "high one."
4.—Clarke again as the "Spirit of '76."
5.—On the ball field.
6.—Teischmann winning the relay race.
7.—McCauley and Doctor bringing up the rear in three-legged race.
8.—Baseball "fans."

thest in the shot-put. Oh, no! The only thing of which the crowd was not quite sure was which way he would throw it; and they certninly demonstrated that they believed in the "safety first" sign.

Oscar Eckland was real peevish when he received a brass umbrella jar as third prize in the fat men's race. He had his eye on one of those cut glass vases.

H. Benedikt, who had been in training for weeks past, did not enter any of the events after all, as he was afraid he would be classed as a professional and consequently barred from taking any prizes (note the plural).

Those kids, John Nixon and Joe Hurd, were surely two playful little rascals in the water. They expected to go in the swimming race, but after looking over the list of entrants did not consider any of them in the same class with themselves.

The Geo. Borgfeldt & Co. athletes were very much in evidence again this year.

John Hawthorne and his son Langley, who is also his assistant at Wanamaker's, sailed down to Glenwood from City Island in the latter's sloop. They had to coax the breeze all the way, and some who had marine glasses said the oars were working overtime. They arrived at 2 p.m. instead of 10 a.m., as they had anticipated. Langley lost no time in listing his name for a number of the events, and gave a very good account of himself, too.

George Williams and E. M. Benson proved quite as able at athletics as they are in selling glassware. When they told Geo. Nicholson their luck he immediately began training, and expects to secure a few prizes himself next year.



1.—Falling in line at the pier.
2.—Those kids on the beach.
3.—Pacing Benford.
4.—U.S. Glass Co. contingent watching the ball game.
5.—Winning team in the relay race.
6.—Teischmann's 100-yard dash.

SHOWING UP THE MAIL ORDER HOUSES.

ON the warpath against the misrepresentations of the mail order houses in their catalogues, E. Leslie Wildey, of Sioux City, Iowa, has filed with the Post Office Department certain data on which he predicates an accusation of false representation.

"I maintain that if the catalogue houses were compelled to give the values they claim to give," he says, "within six months' time they would be bankrupt. On the other hand, if the catalogue house values were as a matter of fact equal to what they claim to be, within six months' time every jobber and retailer would be forced out of business."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Western buyers of glassware from the Pittsburgh district, through the efforts of six glass manufacturers in the Morgantown, W. Va., district, have won a signal victory before the Interstate Commerce Commission, accordtng to a decision handed down July 28, copies of which have just been received here. The case was filed February 27 last by John F. Lent, of the Lent Traffic Bureau, this city, in behalf of the Economy Tumbler Co., Athens Glass Co., Union Stopper Co., Seneca Glass Co., Mississippi Glass Co., and the United States Window Glass Co., all of the Morgantown district. The manufacturers asked for a revision of freight rates on window glass, common tumblers, common glassware, skylight, floor or roofing glass, lamp shades, ink wells, ink stands, etc. The decision of the Commission gives these manufacturers on every line of glassware produced there the same rates as obtain in the Pittsburgh district to Western markets, with the exception of nearby points, such as east of Youngstown and Cleveland, O., or a reduction to buyers of these commodities of from two to five cents per hundred pounds. The decision is of especial interest to glass buyers in St. Paul, Minneapolis, St. Louis and other large Western centers. The new rates become effective October 1. The case was fought desperately by the Baltimore and Ohio, Pennsylvania and Lake Erie, Hocking Valley, Pennsylvania lines west, and other roads. Inasmuch as the Commission granted every point asked, the decision is considered a great victory for the manufacturers.

Harry Lewis, for a number of years china and glass buyer for the Pickering and the Joseph Horne stores here, and more recently associated with the sales department of a Philadelphia stove manufacturing interest, has became associated with the sales department of the Pittsburgh, Lamp, Brass and Glass Co., and will work out of Philadelphia, which city is now his home. He spent several days in the home offices here last week before starting East.

While more or less business is being received here by local decorating plants from foreign countries, no attention is given the order unless it is accompanied by cash. Orders received here a few days ago from Australia were merely read and filed away.

"Delica" white lighting glass is to be used in the new Bellevue, Pa., high school, the lighting fixture contract of which has just been awarded to Kinney & Levan, this city.

There seems to be a very active demand for heavy cut glass lines among the buyers who have been visiting the Pittsburgh market of late. The volume of business is said to exceed that for the corresponding term of last year.

The Fostoria Glass Novelty Co. is name of a new concern recently formed at Fostoria, O., by R. J. Ridgeway and others, with a capital stock of $50,000.

Two carloads of lamp chimneys made at the Acme plant of Gill Bros., Steubenville, are at the bottom of the Atlantic ocean. Shipment was made on the steamer Leo from New York June 28, and the boat was sunk in the war zone by a German submarine. The English buyer of the goods has just advised the Steubenville factory of the loss of the consignment.

Canadian buyers of decorated glass specialties have been more or less liberal in placing orders here of late.

While the Federal embargo on straw and hay for packing purposes has been lifted in all States, lotal embargoes still prevail in Arizona, Oklahoma, New Mexico and Wyoming. However, glass shipments from this district to the above States are no longer accompanied by affidavits as to the character of the packing material.

A forty eight-page catalogue of the lighting glassware lines of the United States Glass Co. was mailed the trade this week. The cover design, emblematic of the progress made in lighting glassware, shows figures holding the primitive flambeau and the twentieth century translucent lighting urn. Fred H. Scarborough is now representing this line out of Philadelphia, working part of Penhsylvania, Maryland, Southern New Jersey

and a part of Virginia. J. B. Shotwell is showing the lighting line in St. Louis, and works as far north as Salt Lake.

It is reported here that Frank Wallace and William Anderson have retired as stockholders in the Ripley Glass Co., Connelsville, Pa., their holdings being taken over by others. Mr. Wallace was one of the original stockholders of the company.

The hearing before the Interstate Commerce Commission of the complaint of the Summit Silica Sand Co. Akron, O., against certain carriers has been deferred until September 6.

Some manufacturers who in the past have refused to sell certain lines in crystal for decorating purposes are now reported to be glad to fill all such business.

Traveling carnival concession owners have been very slow buyers of glassware of late. Decorators report that this business shows a decline of about fifty per cent over that of last year.

The general office force of the Pittsburgh, Lamp, Brass and Glass Co. held their annual outing at Wildwood last Saturday. A varied programme of sports was arranged, and of course the festal board was well filled.

AT CHICAGO.

"MARKET WEEK" opened auspiciously. Early arrivals at the hotels were numerous, and a crowd is expected before the close of the week. The manufacturers' representatives in the china and glass line, who have been among the hardest workers for the enterprise, were ready to receive the visitors at their warerooms, and had special displays for the occasion.

* *

J. W. Dalrymple, of the Fostoria Glass Co., has returned from a two weeks' vacation at Ocean City, N. J., and started on a trip through his territory. He is feeling confident of a fine business this fall.

* *

W. S. Kelsey, buyer of housefurnishings for Marshall Field & Co., left last week with his wife on a motor trip to the Pacific Coast, where he will visit the expositions at San Francisco and San Diego.

* *

W. H. Theophile, who has been assistant manager of the china and glassware department of the Boston Store, has resigned to become assistant to John Jacklin in the new department the latter is launching for Harris, Emery & Co., Des Moines, Ia. Mr. Jacklin was in the city last week placing orders for goods.

* *

Charles P. Kroncke, formerly of Morimura Bros.' Chicago office, has associated himself with P. F. Hare & Co., who are representing the American Importing Co., San Francisco, and Theo. Maus Co., Kobe, Japan.

* *

J. A. Jacobsen, manager of the Chicago office of the Consolidated Lamp and Glass Co., Coraopolis, Pa., made a flying trip to St. Louis last week.

* *

The indicted members of the lighting fixture trade here, who are facing Federal charges of having maintained a price agreement, presented arguments last week why the indictments against them ought to be dismissed. The court is now considering the matter; but little hope is held out that the indicted ones will escape in this manner.

* *

W. H. Becken, Beaver Dam, Wis., was in the market last week and is said to have placed some substantial orders.

* *

L. B. Hefter, for many years with Falker & Stern, has embarked in business under the style of the Hefter Sales Co. at 233 West Huron street, where he is handling a variety of specialties.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 17, '15	Corresponding period 1914	Exports Jan. 1st to July 17, '15	Corresponding period 1914
Boston .	80	126	2862	3713
New York	265	332	5327	5529
Baltimore	124	25	4874	5068
Philadelphia...	....	32	1727	1454
New Orleans .	27	....	401	720
Newport News.	....	....	54	49
San Francisco	37	....	972	718
Portland, Me..	....	....	1006	991
Galveston. ...	....	....	....	331
Portland, Ore..	....	....	140	....
Inland Points..	25	....	388	375
Total..	558	515	17751	18948

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 17, '15	Corresponding period 1914	Exports Jan. 1 to July 17, '15	Corresponding period 1914
New York ...	265	332	5327	6352
Boston	80	126	2862	3900
Philadelphia	....	32	1715	1491
Baltimore	124	25	4874	5068
San Francisco	37	....	942	758
New Orleans	27	....	401	795
Portland, Me..	....	....	1006	994
Galveston ..	....	....	....	331
Newport News.	....	....	54	67
Portland, Ore	....	....	140	....
Inland Points	25	....	411	205
Total	558	515	17732	19961

THE METROPOLITAN MARKET

THE Ideal Cut Glass Co. have hit upon an excellent design in their "Diamond-Poinsettia." This flower appeals to everyone, and the Ideal Co. have succeeded in getting an admirable cutting of it. It is a money-maker for the retailer, and every dealer should have it on display. The design is patented.

Cox & Lafferty have just received a complete new line of samples from the Seneca Glass Co. The whole assortment is different from what they have shown before. A full line of optic stemware with a gold band decoration has quality, attractive shapes and very modest prices to recommend it. There are many covered jugs, vases, comports and a great variety of useful pieces in engravings and light cuttings.

J. Duncan Dithridge, New York representative of the Bryce Bros. Co., has his new showrooms at 240 Fifth avenue in good order. The whole appearance is artistic, the color scheme being particularly good and quite unusual in its general effect.

For special values in mahogany floor and portable lamps, metal table lamps, mahogany novelties, cut glass in special designs, art pottery, and other salable lines, the buyer should jot down in his memorandum book the address of the Saul Mfg. Co., whose advertisement appears on another page of this issue. Through connections formed during their long association with Bawo & Dotter, Henry Saul and Albert Rehberger, heads of the company, are able to offer unusual inducements in the lines mentioned, and buyers interested in stimulating the sales of their departments should not fail to see the display. An art pottery assortment is one of their specials that is proving remarkably popular.

Business is unusually active in Straus cut glass, one of the reasons being the addition of a new popular-priced design known as 1492 R, a unique combination of hobnail and floral cutting which has made an immediate success with the trade. Aside from a full list of the pieces of tableware usually found in cut glass there are numerous novelties at L. Straus & Sons that add considerably to the interest of the line. Special mention should also be made of the shapes, some of which are quite out of the ordinary.

The "Dandy Line" of kitchen ware made by the Brush-McCoy Pottery Co. and shown here by Cox & Lafferty is proving a winner with retailers all over the country. The satisfaction that it gives, its reasonable prices and the great variety of useful items in which it is made have won a permanent place for it in the esteem of housekeepers—which means that it will continue to be a source of profit to the merchant who carries it in stock.

H. Benedikt now has the complete line of dinnerware samples on display from the George Bros. Pottery Co., for which he was recently appointed representative. The decorations are all shown on a very pleasing and practical shape known as the "Derby." Among them are color band and gold treatments, floral and figured effects, and a very good white and gold design, as well as a quaint Dutch scene.

The originality of a new line of stemware just received from the Beaver Valley Glass Co. has made a decided impression upon recent callers at the salesroom of Frederick Skelton. It is a very well-proportioned bulge and flared style, the same lines being followed as nearly as possible in the stem. The ornamentation consists of a rather elaborate deep plate etching in a floral and figured medallion and festooned effect well suited to the shape.

Percy N. Leyland, who has been in England since April, is back in New York as accredited representative of W. T. Copeland & Sons, manufacturers of fine English china. He has taken space at 43 West Twenty-third street, on the same floor with Wm. Guerin & Co., and his samples will be ready for examination early next week.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 5, 1915.

EASY CREDITS.

CREDIT is the easiest thing in the world to-day. Almost anybody, with half a good standing, can get all the goods he wants, as the majority of manufacturers and wholesalers generally in all kinds of business are so anxious to put orders on their books that they will take chances. The bigger the concern the less inquiry is likely to be made as to its financial standing. The fact that "everybody sells them" is sufficient. It is not until collections get slow that any investigation is made, and then it is too late.

Look for a moment at the figures involved in the recent department store failures. It is not possible for such big enterprises to go to pieces in a day. The downfall began months, probably years, ago. In some cases they were borrowing from Peter to pay Paul. As long as they could get credit they hoped to be able to pull through. Had they looked their affairs in the face long ago they would have known they were insolvent. Perhaps they did; but credits were easy, so they kept on buying; and now the creditors "hold the bag."

Credit is absolutely essential. The modern business world could not exist if men did not trust their fellows. But there must be stability behind it all. Good character, good location, possibilities of good business, some cash, and a surety that there will be no over-expansion nor too liberal extensions of credit on the part of the retail merchant—for the man who is dependent on his collections to run his business is skating on very thin ice—these are the things to be considered when credit is asked.

PERSONAL.

AFTER being in England for two months visiting the factories of Josiah Wedgwood & Sons and Thomas Webb & Sons, which he represents in this country, Kennard L. Wedgwood is a passenger on the American liner St. Paul, scheduled to arrive next Sunday. Upon his return, Geo. H. Service, who has been in charge of the business during Mr. Wedgwood's absence, will seek a quiet retreat in the Catskills, where he and Mrs. Service will enjoy a three weeks' sojourn.

⚜

B. F. Linn, traveling representative for the Steuben Glass Works, Corning N. Y., will be at the Hotel Breslin all this week with his line.

⚜

Henry Saul, of the Saul Mfg. Co., left with several trunks of samples on Saturday for Chicago, where he makes his first stop on an extensive trip through the territory he formerly traveled for Bawo & Dotter.

⚜

Lee Richards, buyer for Hale Bros., San Francisco, who has been here for some time placing orders, left for home on Sunday.

⚜

H. A. Ross, sales manager for the Pittsburgh Lamp, Brass and Glass Co., arrived in town on Wednesday to confer with H. A. Weber, local manager.

⚜

A. H. Hays returned on Wednesday from a trip through New England during which he secured some very substantial orders.

⚜

B. R. Halpern, Waterbury, Conn., was one of the buyers noted in the market on Monday.

⚜

O. S. Medina, Cuban representative for the United States Glass Co., with headquarters at Havana, arrived in New York last Wednesday. He left on Monday for a few days' visit to Pittsburgh to confer wiih the heads of the concern.

⚜

Oscar Eckland, cut glass manufacturer, Chicago, arrived here on Friday to attend the Salesmen's outing, and on Monday left for Saratoga to spend a few days at the races before returning home.

⚜

D. King Irwin returned on Monday after spending the week-end with Arthnr Bennett, head of the Cambridge Glass Co., at Atlantic City.

⚜

H. B. McGowan has been engaged to run the new china and glassware department in the store of Alexander Kornhauser & Co., Madison, Wis. Mr. McGowan has had many years' experience as manager and

buyer, and there is no reason why the department should not prove a great success.

C. H. Hennings, with W. S. Pitcairn, came home on Monday from his vacation in the Catskills, where he devoted his time principally to motoring.

C. H. Cardon, with J. H. Venon, is back from the farm where he spent his vacation. He denies that he split rails or built fences. Instead, he dug potatoes and hoed corn. Walter E. Wessells will take his vacation next week. Miss Mabel Kastor, vice-president of the company, has gone for a quiet rest in the country.

C. P. Cox, of Cox & Lafferty, is spending this week in Atlantic City, where he went to confer with Victor G. Wicke, head of the Imperial Glass Co.

Ed. Craig, manager of the local office of the United States Glass Co., left Tuesday night for a week's rest at Alexandria Bay, Thousand Islands, where he will join Mrs. Craig, who is summering there.

Miss M. Ward, china and glassware buyer for the Daniels & Fisher Stores Co., Denver, arrived in town Monday on her usual fall buying trip, making her headquarters at 71 West Twenty-third street.

Harold Noe, of Wm. R. Noe & Sons, is back from his vacation spent at the family summer home, Boothbay Harbor, Me. His brother Robert at once left for a short stay at the same place.

Kenneth Lockitt, of the C. Dorflinger & Sons sales staff, will be the guest of some friends at Providence, R. I., over this week-end.

H. J. Smith, New Englandr epresentative for Cox & Lafferty, has been vacationing for five weeks at his nome in Johnstown, N. Y., from whence he made various trips in his auto, covering over 1,000 miles.

J. H. Venon is serving on the Grand Jury, but as the hours are only from 11 to 1 he can still find time to wait on his friends in the trade who need china and glass, provided they do not come between the hours mentioned.

J. M. Takito, of Takito-Ogawa & Co., sails next Tuesday from Seattle for his annual visit to the factories in Japan. He expects to be away at least four months.

A. B. Seaman, Baltimore representative of the United States Glass Co., together with his wife and son, was registered at the Waldorf for several days last week, having stopped off en route from Maine, where they had been spending their vacations.

Walter J. Straub, of Paul Straub & Co., is back from a vacation spent automobiling in Sullivan County.

Axel P. Hanes, traveling man for C. Dorflinger & Sons, reported at headquarters on Monday after enjoying two weeks of recreation at his home at Pompton Plains, N. J. Headlines in the local paper of the place say he now holds the championship at lawn tennis and croquet, and is quite the sensation of the village.

E. Huber, for nearly twenty years a salesman at Higgins & Seiter's, has resigned.

Miss Masch, who was assistant cut glass buyer to J. M. Harris when he was at Greenhut's, has rejoined him in the same capacity at Kaufman Bros., Pittsburgh.

J. M. Lewis, president of the Consolidated Lamp and Glass Co., Coraopolis, Pa., who is attending the Atlantic City glass conference, ran up to New York one day this week.

Louis Clark, who has been buyer for H. Batterman & Co., Brooklyn, is no longer with the concern, having severed his connection on Saturday of last week. C. P. Wood, an old employee of the store, will be temporarily in charge of the department until another buyer is selected.

David Fisher, head of the Martinsville (W. Va.) Glass Mfg. Co., made a brief visit to New York last Friday, coming in from Atlantic City for the day to see the salesroom of his new representative, A. H. Hays. He expressed himself as very much pleased.

Max Strensch, of Koscherak Brcs., left last Friday, accompanied by Mrs. Strensch, for Sharon Springs, N. Y.

Aleck Ferris, manager of the export department for Cox & Lafferty, left last Friday for Culver's Lake, N. Y. He will spend part of his vacation motoring to the nearby resorts in the Blue Mountains.

George D. Herron, president of the Old Colony Cut Glass Works, Fall River, Mass., has decided to withdraw from business and has sold out his entire interest to Harry I. Magid, treasurer of the concern. Mr. Herron was the organizer of the company, and was the first man to cut a piece of glass in Fall River. He expects to return to his old home in the West very shortly.

IMPORTERS PROTEST.

AMERICAN importers of merchandise of German and Austrian origin, who claim to have approximately $50,000,000 worth of goods lying at neutral ports of Europe contiguous to Germany and Austria, are greatly aroused over the text of the latest British notes regarding the holding up of neutral trade. The committee appointed at the importers' Biltmore Hotel meeting met Wednesday afternoon at 58 White street to consider the British attitude and frame a course of action, and as a result issued the following protest to be sent to Washington:

"A blockade to be valid must be declared, maintained and made effective. Great Britain has declared its blockade and has included in its declaration the entire German Empire. Irrespective of whether in these times a nation may maintain a "long distance" blockade, it surely must maintain an effective blockade of the enemy's ports as against all other nations.

"None of the Allies has even attempted a blockade of the German Baltic ports as against the Scandinavian neutral countries. It is notorious that shipments are uninterruptedly flowing from Sweden to German Baltic ports.

"We maintain that since a Swedish merchant can ship to a German port, we also, as citizens of this country, have the same right, and that these facts convincingly prove that there is no effective blockade of nearly the entire German coast."

RECENT CUSTOMS DECISIONS.

IT was decided in the case of George Borgfeldt & Co. that standards and bowls constituting alabaster lamps should be considered entireties. The standards, groups of human figures, were assessed as sculptures under the tariff at the rate of 15 per cent ad valorem, while the bowls were classified as manufactures of alabaster and taxed 45 per cent. The decision said that while the standards are more valuable and elaborate than the bowls, the latter are elaborately carved, are artistic, and should be taxed along with the standards as sculptures. The Collector was reversed in taking duty separately.

The Baltimore & Ohio Railroad Co. made an importation of wire tea strainers at Baltimore which were taxed by the Collector at 20 per cent ad valorem as manufactures of metal not specially provided for. The claim was that the articles should be admitted at 15 per cent ad valorem as articles manufactured wholly or in chief value of wire. The railroad proved by the Government's customs examiner that wire predominated in all of the strainers. In view of this testimony the board sustained the protest and reversed the Collector.

Sears, Roebuck & Co., Chicago, were sustained in a protest that white baking dishes imported under the tariff are properly dutiable under Paragraph 80 at 50 per cent ad valorem as plain white goods, not decorated.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 3, 1915.

BORDEAUX

253	packages	chinaware	Haviland & Co
6	"	"	J Wanamaker
2	"	"	Woodward & Lathrop
18	"	"	Justin Tharaud
29	"	"	L Bernardaud & Co
20	"	"	L E Bohm
49	"	"	Theodore Haviland & Co
24	"	"	Vogt & Dose
25	"	"	Herman C Kupper
20	"	"	J H Venon
27	"	"	Haviland & Abbot Co
11	"	"	R Slimmon & Co
2	"	toys	Sears, Roebuck & Co
9	"	"	P C Kupfer

GENOA

1	package	glassware	J Wanamaker
1	"	earthenware	H C Castle

LIVERPOOL

39	packages	earthenware	Meakin & Ridgway
24	"	"	E B Dickinson
24	"	"	H C Edmiston
21	"	"	G F Bassett & Co
33	"	"	Maddock & Miller
6	"	"	Lazarus & Rosenfeld
11	"	"	E Boote
7	"	"	American-Hawaiian Line
6	"	"	Fondeville & Van Iderstine
69	"	"	W S Pitcairn
6	"	"	Butler Bros
11	"	"	L A Consmiller
3	"	"	L Straus & Sons
12	"	"	T S Todd & Co
30	"	"	Geo Borgfeldt & Co
22	"	chinaware	Haviland & Abbot Co
15	"	"	J J Hines
10	"	"	W H Plummer & Co
1	"	"	Rowland & Marsellus Co
15	"	toys	Geo Borgfeldt & Co
1	"	"	R H Macy & Co
38	"	"	American Express Co

ROTTERDAM

8	packages	earthenware	Stein, Doblin & Co
1	"	"	Geo Borgfeldt & Co
9	"	"	Butler Bros
2	"	"	Adams Express Co
1	"	"	Erie R R Co
39	"	toys	S Gabriel, Sons & Co

CHRISTIANSAND

8	packages	chinaware	Royal Copenhagen Porcelain Co
20	"	glassware	J H Venon

HAVRE

9	packages	chinaware	Gimbel Bros
35	"	glassware	Fondeville & Van Iderstine
3	"	"	Lunham & Moore
6	"	"	Jonas & Naumberg
2	"	"	Bernard, Judae & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

18	packages	earthenware	Jones, McDuffee & Stratton Co
40	"	"	Mitchell, Woodbury Co
31	"	"	P L Carbone
29	"	"	American Express Co
6	"	"	New York Produce Exchange Bank
5	"	"	Rowland & Marsellus
2	"	"	F W Woolworth & Co
1	"	"	Richard Briggs & Co
28	"	"	Miscellaneous Orders

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The opinion seems to prevail hereabouts that judging from the number of plants being converted into the manufacture of cooking ware the country will be over-supplied. It is reliably reported here that two more new potteries are to be started in this line. There is only a limited demand for red body cooking ware, and it is said the potteries now in that line can manufacture sufficient for all requirements. Besides, the more manufacturers there are the greater the possibility exists for prices to be lowered. There is not the general use for cooking ware that there is for white lines, and it is folly to make more of this character than can be used.

* *

Not a word has been dropped as to what was done at the operatives' convention with reference to the new wage scale. A rather interesting incident is that the officials of the pottery workers have referred to the trade for a referendum vote many matters acted upon in the convention which it is supposed will come up in joint conference. This was never done before, and the manufacturers are pondering the why and wherefore.

The stock in the Cartwright Bros. pottery company owned by the late Elizabeth Cartwright is left to William H. and Ambrose J. Cartwright.

* *

The Smith-Phillips Pottery Co. has placed fourteen new dinnerware patterns before the trade for early fall delivery, and included in the list is a black and white pattern. Shipments with this concern are better than at this time last year.

* *

Returning from Chicago, local pottery salesmen speak in the highest terms of the work and efforts of Walter Redfield in assisting in the rescuing of those on the steamship "Eastland," which sank in the Chicago river a fortnight ago. Mr. Redfield, who is the Chicago representative of the Heisey Glass Co. and S. A. Weller, was on his way to his office at the time of the disaster. With others he went to the scene and helped in the rescue work. He did not see his office that day. His clothes were ruined, but he did not think of a little thing like that when lives were being sacrificed. Mr. Redfield is well known here, and all are singing his praises.

* *

Local pottery manufacturers have been asked by the Merchants' Association to change their paydays from Saturday to Wednesday. "Nothing doing," said one manufacturer. "As it is now, the men being paid at noon on Saturday, they get a half day holiday and are back on the job Monday. If we pay on Wednesday many would be away on Thursday, and perhaps longer."

* *

One of the latest dinnerware treatments created by a decal house is a "Peace Dove" pattern.

* *

New life is being shown in the premium business, so far as pottery is concerned. Some very extensive orders for this class of merchandise have been placed here of late.

* *

The number of buyers who visited the local market during June and July was quite below expectations. Whether August will show an improvement remains to be seen. Fewer buyers appeared here in July than for the same month last year, but mail orders held up fairly well.

* *

The Saxon China Co., Sebring, O., is increasing its battery of decorating kilns, and it is possible that several ware kilns will be added to their list before the year end.

* *

Mark Donaldson opened in Chicago a few days ago with the Homer Laughlin China Co.'s lines, and after making some territory in that vicinity will start on his Southern trip.

* *

The "Bluebird" dinnerware pattern is now available in open stock, and several local manufacturers contemplate using this treatment before the end of the year.

* *

There has been a decided increase in the plaque business this season over that of the corresponding term last year. The D. E. McNicol Pottery Co. has

featured souvenir plaques for a number of years, and announces this season that a decided improvement in orders for this line is shown.

* *

The new Minton tea cup recently added to the line of the Colonial Pottery Co. is meeting with a good demand. The trade is now given its choice of the Minton or Novide shapes.

* *

Some lines of nappies are proving popular. One buyer placed an order for 100 gross a few days ago for immediate delivery.

* *

The two new shapes of the C. C. Thompson Pottery Co. are having a good movement. With a complete line of new decorations their plain and fancy shapes are selling in a manner that is insuring the full operation of this plant.

* *

John B. Macdonald, sales manager for the Knowles, Taylor & Knowles Pottery Co., has returned from a business trip to Chicago and other western points.

BUSINESS BRIEFS.

The Maiden Toy Co., New York, has been incorporated with $25,000 capital.

The S. S. Kresge Co. has opened the first twenty-five cent store in Trenton, N. J., two doors from its five and ten cent establishment.

The Smith-Wadsworth Hardware Co., Charlotte, N. C., has opened a housefurnishing department, including china and glassware.

Schedules of Bluming Bros., dealers in crockery and hardware, 2006 and 2082 Second avenue, this city, show liabilities $4,445; assets, $1,898.

The Wonder Worker Toy Co , Lockport, N. Y., has been incorporated with $10,000 capital by W. E. Thayer, C. R. Hammond and L. O. Robinson.

Oscar A. Friedlaender, lamps, glassware, has been incorporated for $24,000 by Charles S. Sinsheimer, William M. Friedlaender and George M. Steigler.

The Chemical Ceramic Co., pottery, earthenware, chemicals, compounds, and scientific apparatus, has been incorporated at Albany for $50,000; J. E. Hansman, F. W. Blair, H. G. Bayer, incorporators.

The assets of the J. B. Greenhut Co. will be offered at public sale at the place of business of the bankrupt, Sixth avenue at Eighteenth street, on Aug. 17 at noon. The property will be offered in separate parcels and in bulk, so that the business may be bought as a going concern. Because of this latter provision, the creditors of the bankrupt who wish to become partners in a reorganization of the store may do so.

A petition in bankruptcy has been filed against the Reedcraft Wares, Inc. (formerly the Novelty Basket Mfg. Co.), 80 West Houston street. John N. Lyttle has been appointed receiver. Liabilities, $12,000; probable assets, $500.

Judge Hand of the Federal court refused the application for the appointment of a receiver for American Five and Ten Cent Stores, Inc., because of the contention of John Holmes, president of the company, that there were no judgments against it.

The Fenton Furniture Co., Roanoke, Va., has discontinued the furniture end of its business and will specialize in china, glass and housefurnishing goods. It will be known in future as the Fenton China and Housefurnishing Co. Wm. H. Fenton remains the owner of the business.

According to reports, the business of A. D. Matthews' Sons, Brooklyn, will soon pass into the hands of Leo A. Price, president of the Price & Rosenbaum store, Brooklyn, and of Rothenberg & Co., Manhattan. Mr. Price advanced a portion of the funds which made it possible for the Matthews company to make an offer of thirty cents on the dollar to its creditors, and if the creditors agree to accept the offer the control of the store will probably pass into the hands of the Price interests within the next month.

THE GLASS WAGE CONFERENCE.

THE annual wage conference of the tableware manufacturers and workers convened Wednesday, July 28, at the Marlborough-Blenheim Hotel, Atlantic City. Manufacturers attending were E. J. Barry, W. E. Hunter, Philip Martin, A. J. Bennett, David Fisher, E. J. Van Houten, C. E. Voitle, Victor G. Wicke, C. B. Roe, George West, J. F. Challinor, J. E. Lippincott, Thos. McCreery, J. M. Lewis, Harry Northwood, J. B. Beiswanger, Harvey Strong, Lewis Kauffeld, C. M. Blumenauer, Harry Snellbach, George Dougherty, E. A. Gillinder, Frank Gill, Ralph Barber, Victor Durand, and W. M. Gleason.

The workers in the various departments were repsented by the following committees:

Caster Place—George Barber, Vineland, N. J.; Burt Murrin, Toledo, O.; Harry Flaherty, Vineland, N. J.; Frank Alberty, Fostoria, O.; Jos. Schachern, Rochester, Pa.; Mike Zeiser, Philadeiphia.

Shade and Globe—Jacob Maier, Jeannette, Pa.; C. A. Crossin, Philadelphia; Arthur Gilles, Martin's Ferry, O.; Peter Holzinger, Brooklyn; John Sephton, Monaca.

Continued on page 22.

La Porcelaine Théodore Haviland

Limoges

FRANCE

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 20.

Chimney—Wm. Shay, Star City; James McAfee, Toronto; August Huber, Steubenville; Harry McShaffery, Mt. Vernon; John W. Vogle, Brooklyn; William Black, Montreal.

BOSTON BUSINESS NOTES.

TRADE continues to hold up remarkably well The department stores are doing more than the usual amount of business for this season. Mail orders are heavy.

Charles Kaiser is expected here the first of next week to open up Morimura Bros.' import lines of samples for the 1916 spring trade. Mr. Kaiser expects to be here a month.

Frank H. Lamson, of Exeter, N. H., paid a visit to the trade here this week.

Frank Smith, Gilchrist's buyer, is spending his vacation at Lake Winnepesaukee, N. H., and reports the fishing good.

Joseph L. Pindar, of Chase & Francis, has returned from his month at Jefferson, N. H. Owing to trouble with his knee he did not do his usual amount of fishing; then, too, the weather was far from favorable. But he got a good rest and is looking brown and healthy. E. J. Tucker is at the seashore for the week.

The adoption by the women of the bluebird as a suffrage emblem is a good thing for the trade. One entire invoice of glassware in a "Bluebird" decoration, purchased by a dealer in Plymouth with some doubt as to its salability, was bought a day or two after it arrived by a summer resident who is an advocate of suffrage.

John E. Sawyer has been spending a few days in New Hampshire, and before the end of his vacation expects to pay a visit to Portland, Me., his favorite resort.

Charles M. Akers, of the Roseville Pottery, Zanesville, is at Young's with samples.

F. L. Morecroft, secretary and treasurer of the Ideal Cut Glass Co., is quartered at the Parker House this week.

E. E. Wilgus, of the Buffalo Pottery, is in town.

F. O. Shattuck, representing George F Bassett & Co., New York, is expected here the middle of the week.

Warren Merrill, of Mitchell, Woodbury's hotel department, is on his vacation. W. F. Spaulding, salesman, has returned from a two-weeks' outing. Maurice Cochrane has returned from a fishing trip to North Woodstock, N. H. G. W. Barber leaves Saturday for Brant Rock, where he has a cottage.

Frank Dunmore, buyer for the Shepard store, Providence, R. I., is away for a two weeks' rest.

Herman Wechsel has been engaged by H. P. & H. F. Hunt Co. to travel in Maine and New Hampshire, and started out last Saturday on his first trip.

E. F. Bode, who has been Butler Brothers' representative in Greater Boston, will open sample rooms here for all of New England on Monday next. He has the quarters formerly occupied by Edward Miller & Co.'s Boston sample rooms, 63 Pearl street, corner of Franklin. The rooms will be occupied only until Dec. 1 to cover the holiday trade, according to present plans. Butler Brothers, whose home office now is in Chicago, started in business in Boston forty years or more back, but it is more than thirty since they had quarters here. They have a full line of samples of toys, dolls, domestic and Japanese china and novelties.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

P L Beck, c, g, t, and J Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.

Jas McBride, c, g, Robertson Bros, Kingston, Ont, Can. Imperial.

G Krazeese, t, Carter Dry Goods Co, Louisville, Ky. 47 Leonard

A J Voit, c, hf, Gimbel Bros, Milwaukee. B'way and 32d.

G A Dahlgren, Rothschild & Co, Chicago. 215 Fourth ave.

I Halpern, c, Pettis Dry Goods Co, Indianapolis 2 Walker.

J N Taylor, c, Maison Blanche, New Orlean, La. 116 West 32d.

J Kohnfelder, hf, Kaufmann, Baer & Co, Pittsburgh. 95 Madison ave.

S Blum, t, Cahn, Coblens & Co, Baltimore. 1199 B'way.

N Klopper, t, Billstein-Klopper Co, Cleveland. Elks Club.

E N Smith, hf, W L Milner & Co, Toledo. 116 West 32d.

Mrs Nudd, t, W Filene's Sons, Boston. 116 West 32d

P C Schaeffer, c hf, Adam, Meldrum & Anderson, Buffalo. 2 Walker.

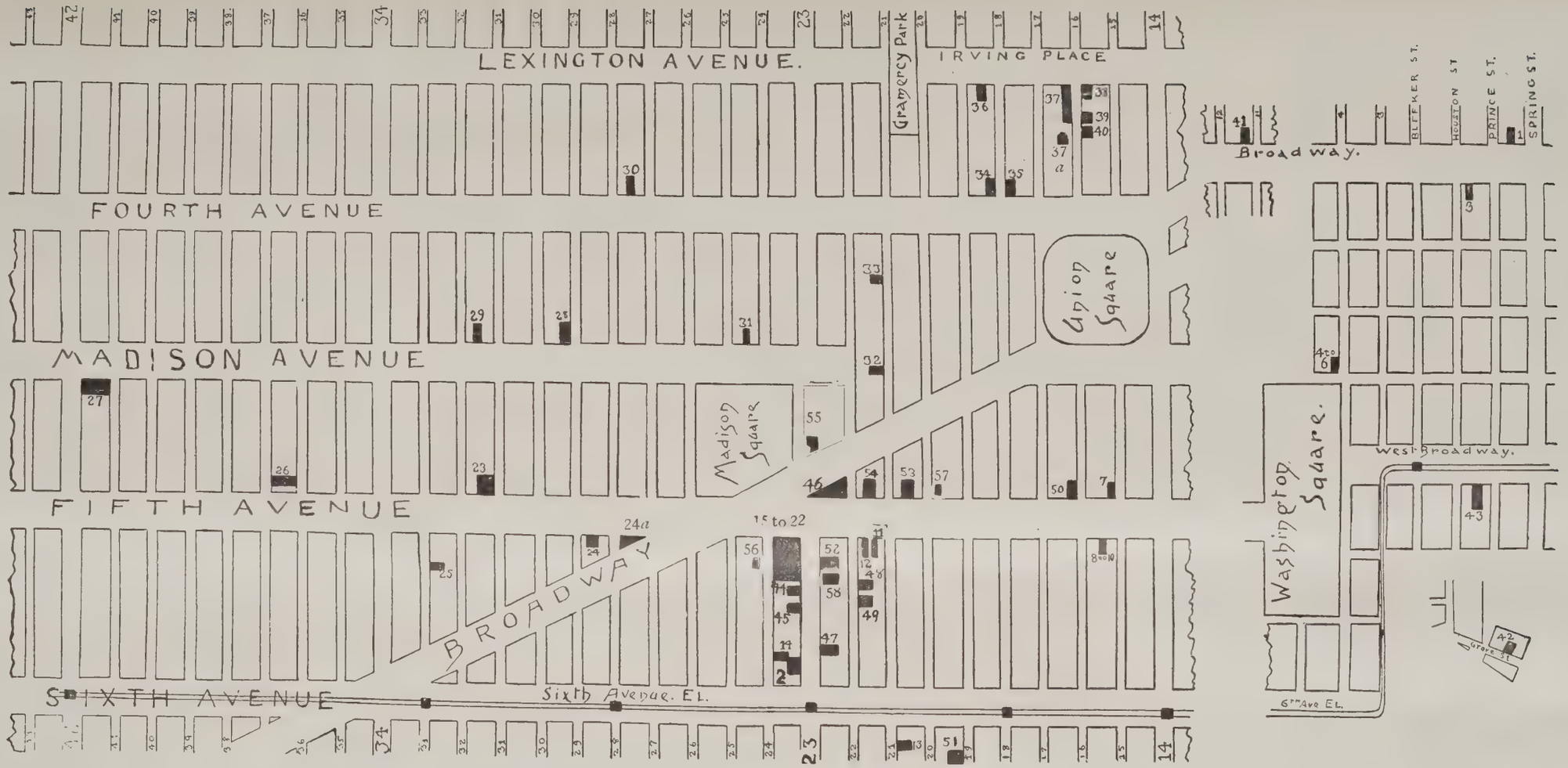
S Gray, c, t, hf, Bloch & Kuhl, Peoria, Ill. 320 Church.

F W Gremmels, t, Jos Horne & Co, Pittsburgh. 470 Fourth ave.

O E Spaeth, c, Emporium Merc Co, St Paul, Minn. 17 East 22d.

G M Warden, Dey Bros & Co, Syracuse. Great Northern.

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave

28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
44 E Boote, 35 W 23d
E Torlotting, 35 W 23d
45 Pairpoint Corporation, 43-47 W 23d
Wm Guerin & Co, 43-47 W 23d

50 Fondeville & Van Iderstine, 85 Fifth av
Paul A. Straub & Co., 85 Fifth av
54 L. D. Bloch & Co., 153 Fifth ave
57 Roseville Pottery, 133 F fth ave
K. L. Wedgwood, 133 Fifth ave
58 Guernsevware, 16 West 23d St

JOTTINGS BY A QUIET OBSERVER.

NOT much is heard about Bawo & Dotter these days. Their affairs are still in litigation. The building, which was taken over by Cassidy & Co., is now filled with tenants except on the fourth floor and part of the store floor, fifty feet of which is for rent. Mr. Mulvaney, who is in charge, is off on a two weeks' vacation, leaving Mr. Mangler, the bookkeeper, as the sole representative for the time being. Almost all of the employees have secured positions elsewhere. It will be months before the affairs of the concern are settled.

The New Grand Hotel, the favorite camping ground of pottery and glass salesmen, is not to have a very big showing this year. W. L. Lynch, representing Taylor, Smith & Taylor, East Liverpool, and W. P. Chapman, representing Demer Bros., Great Bend, Pa., have engaged rooms from the third of August; but these are the only reservations. Hereafter, unless visiting travelers take suites of two rooms and bath, they are not likely to get accommodations there, as the management has cut up all the big apartments into small single rooms.

The cables on Wednesday brought word that the British Government had forbidden coal to be exported except to her own colonies.

OBITUARY.

LINDSEY T. WOODCOCK, general manager of Marshall Field & Co.'s retail store, dropped dead of heart disease in Chicago Monday. He was born in Baring, Me., in 1858, went to Chicago in 1876, and a year later entered the employment of Field, Leiter & Co. which was succeeded by Marshall Field & Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

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Robert Rawsthorne Engraving Co., Pittsburgh.

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is stamped



on white china



on decorated china

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Haviland & Co.
11 East 36th St., New York

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29-31 PARK PLACE.

'Phone, Barclay 6639.

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Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

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Fine Table Glassware,

36 MURRAY ST.

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HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

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Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

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'Phone, Barclay 6092.

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Ahrenfeldt French China. Schierholz Art Ware

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TARENTUM GLASS CO.,

Tarentum, Pa.,

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W. P. ROOD, Representative. 25 WEST BROADWAY.

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Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

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40 MURRAY ST.



71-73 MURRAY ST.

United States Glass Co,

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71-73 MURRAY STREET.

VOGT & DOSE,

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JOHN DAVISON, Inc.,

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14 BARCLAY STREET.

OTTO GOETZ,

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Are you among those enrolled in our Directory?

If a buyer fails to fina your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

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China and Cut Glass.

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The Sterling Glass Co., Rich Cut and Engraved Glassware.
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No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

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K utheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

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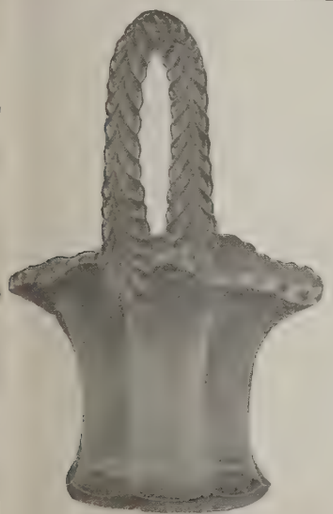
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Pottery and Glass Colors.

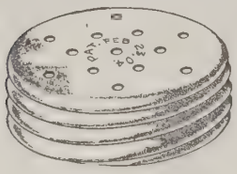
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UNIVERSITY OF ILLINOIS
AUG 3 0 1915

CROCKERY AND GLASS JOURNAL

Vol. 82. No. 9

Aug. 12, 1915

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EVERY buyer of glassware should make it his business to call and see our new hand-cut ware. We now offer you over sixty different staple articles suitable for daily table use, all in the same cutting, and have eight different hand-cut designs for you to select from. The same number of pieces are shown in each design.

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Imperial glass company

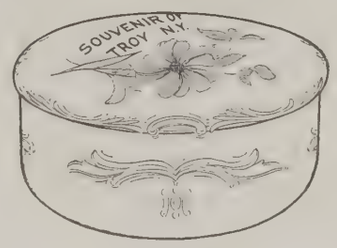
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Open Stock Service

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FRANCE DÉPOSÉ C. AHRENFELDT LIMOGES

The Celebrated Ahrenfeldt China

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No. 11797 b.	Helvetia.	No. 11865.	L'or.
		No. 10760 b.	Notre Dame.

All these patterns are being RAPIDLY placed.

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Herman C. Kupper,

Importer.

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UNIVERSITY OF ILLINOIS
AUG 18 1915

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NEW YORK CITY.

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CATALOGUE No. 24?

Compiled especially for Crockery and Glass Trade.

GILLINDER & SONS, Inc.,

PHILADELPHIA.

DENMARK.

THE ONLY PORCELAIN PRODUCING COUNTRY IN EUROPE.

COPENHAGEN ART FAYENCE.



"CROWN." "VICTORIA."

TWO OF OUR NEW POPULAR-PRICED OPEN STOCK PATTERNS IN COPENHAGEN ART FAYENCE.

THE war has crippled all china factories in Europe except those in Denmark. Our Copenhagen factories are ALWAYS working in full force. Danish shipping has NOT been affected; any order placed with us is ASSURED PROMPT DELIVERY. We carry at ALL TIMES a large and splendid assortment of DINNER WARE, Vases, Flower Holders and Fancy Goods in PORCELAIN AND ART FAYENCE.

ROYAL COPENHAGEN PORCELAIN CO.,

256 FIFTH AVENUE, NEW YORK.

WE INVITE INSPECTION AND ENCOURAGE CORRESPONDENCE.



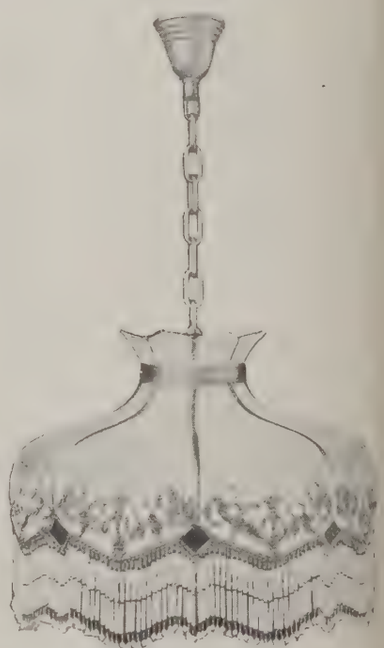
Portable. No. 849.

ROYAL ART GLASS CO.

243 Canal Street, New York.

A VISIT and inspection of our lines of gas and electric portables, domes and semi-indirect fixtures for the season will convince you that we are offering, at *prices that are right, finishes that are perfect,* goods that will meet with ready sales on your counters.

We extend a most hearty welcome to you, and being in a locality that is easy to reach, hope you will find time to give us a call.



Dome. No. 184.

SHOW ROOMS:

243 Canal St., New York.

New Grand Central Palace, New York. Lyman Co., 119 E. 5th St., Cincinnati, O.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 12, 1915.

THE CONDITION OF BUSINESS.

New York

Trade was a little sluggish this week. The importers got some orders by mail and a few from the travelers, but the visiting fraternity were not particularly lavish in their expenditures. Representatives of domestic potters were not very busy, and except in isolated cases the glass men were not doing any too much, either.

Better reports are coming from the American potteries, where business is decidedly on the mend. Domestic potters are beginning to realize that there is a business in sight for them such as they have not seen for a long time.

The demand for blown glass goods is increasing, and the export trade is assuming larger proportions weekly.

Cut glass is very quiet. Very few of the factories in and around the city are in operation. Some are running a few frames, largely to meet the demands occasioned by contracts placed in the spring.

Retail trade is at its lowest ebb. No one expects much at this season of the year, however. The seashore trade is not up to the mark in the immediate vicinity of New York, owing to the cool weather and frequent rains. Better reports come from the New England Coast, where, in spite of cold and fogs, there seems to be almost a normal business. From some points in the interior excellent reports are received, and in the Northwest trade seems to be about normal. The Pacific Coast is doing well. The expositions in California have drawn great crowds from all over the country, much to the benefit of tradesmen.

Everything points to a good trade a little later on. Every week sees the retailers' stocks further reduced. Although they continue to place hand-to-mouth orders, and these only when they cannot draw from their own stocks, the quantity of goods in the storehouses of the manufacturers and importers are growing beautifully less. Whatever is on hand is in a very much broken state. Very few German goods are coming in, and what come from France or England are already sold. Of course, the American manufacturers are in a position to supply all calls if given a reasonable time. Some standard patterns are kept in stock, but specialties have to be decorated to order.

The daily papers are full of reports of the bumper wheat crop, the headlines announcing a billion-bushel yield. This means not only money to the farmer, but huge sums to the railroads for freight. War orders are still piling in, and millions of money are accumulating in the country. The Chamber of Commerce of the United States, in a report on general business conditions, says that a distinct advance has been made and that the conviction exists that business is bound to improve, even in the face of possible European entanglements. The savings banks are increasing the number of their depositors, and the increase in deposits on the first of July was $26,000,000. War or no war, the United States is bound to prosper. Whether peace comes quickly or the conflict goes on indefinitely, the outcome as far as this country is concerned will be the

same. Prosperity is writ large among the portents, and the sooner dealers realize it the better, for when the inevitable call comes there will be a scramble for wares of all kinds.

East Liverpool and Vicinity

A decided improvement in the pottery business has been noted in this district during the past ten days. Orders are more numerous, and the volume is also showing an increase. Operations are on a more liberal scale in practically all potteries. In several instances enough business is on the books to insure from four to six weeks' operations wlthout any more being received.

Pittsburgh and Vicinity

The glass industry in this district could stand more activity. The volume of new business coming in is not up to normal, but the manufacturers hold that with the opening of September there will be a decided change in present conditions. Seasonable glassware seems to be in fair demand, however. Blown ware is having a brisk movement at some factories, while with others it is reported as being only moderate. Lighting glassware is fairly active.

JOTTINGS BY A QUIET OBSERVER.

UNLESS one keeps track of his friends it is easy to lose sight of them. The newspaper man may call a dozen times at an establishment without noting the absence of one of the employees, and then some day ask for him only to find that he is dead. And that is just what happened in the case of Joe Loewenstein, brother of Max Loewenstein. He retired one night—it is many weeks ago now—asking to be called early, as he wanted to get to business in good season. When his sister knocked there was no response, and on opening the door she found him dead, looking as peaceful as if he were only sleeping. He was a good fellow, was Joe; quiet, unassuming, attentive to business, and liked by all with whom he came in contact.

It is reported that the buyers from various establishments in Indianapolis carrying all kinds of merchandise, including crockery and glass, purpose chartering a Pullman sleeper or sleepers to make the journey to New York in a body. This seems to be a good scheme that other cities might copy. There is nothing like companionship and sociability among competitors to do away with jealousies.

Never in the memory of living men has such a small quantity of china in bond been reported as at present. The amount at the port of New York on July 1 was, undecorated, $7,947; decorated, $25,865. All the English and French goods coming in since then—a not very large amount—were shipped at once to their owners, having been already sold. It is a month now since any German china worth mentioning has come in, and there is no immediate prospect of further arrivals. The stock of German ware in the hands of importers is small, and in many cases is badly assorted. They are leaving no stone unturned to induce the government to assist them in getting their goods, but so far have met with little success.

Before the war began Englishmen were complaining that Germans were gradually superseding the natives in many occupations and that German goods were supplanting the domestic products. Cheap German pottery and glass were strong competitors of Staffordshire and Stourbridge wares. This is all changed now. Few Germans are left in England and no German goods of any kind find their way to that country. In consequence the demand for English earthenware, china and glass for home consumption has increased to such an extent that with the demand from the Colonies and from America the potteries have been working to about seventy-five per cent capacity.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 24, '15	Corresponding period 1914	Exports Jan. 1st to July 24, '15	Corresponding period 1914
Boston	128	272	2990	3985
New York	220	201	5547	5730
Baltimore	62	281	4936	5349
Philadelphia	46	30	1773	1484
New Orleans	....	88	401	808
Newport News.	....	37	54	86
San Francisco.	....	....	972	718
Portland, Me.	....	....	1006	991
Galveston.	....	....	....	331
Portland, Ore.	....	....	140	....
Inland Points.	13	....	401	375
Total.	469	909	18220	19857

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 24, '15	Corresponding period 1914	Exports Jan. 1 to July 24, '15	Corresponding period 1914
New York	220	201	5547	6553
Boston	128	155	2990	4055
Philadelphia	46	30	1761	1521
Baltimore	62	281	4936	5349
San Francisco	....	....	942	758
New Orleans	....	88	401	883
Portland, Me.	....	....	1006	994
Galveston	....	....	....	331
Newport News.	....	37	54	104
Portland, Ore	....	....	140	....
Inland Points	13	....	424	205
Total	469	792	18201	20753

THE METROPOLITAN MARKET

THE Royal Copenhagen Porcelain Co., Copenhagen, Denmark, have taken advantage of the present conditions in Europe and for the first time in their history are turning out a line of popular-priced open stock dinnerware to take the place of a similar class of goods usually imported from Germany. The concern's factories are working full force, and prompt shipments of all orders is assured. Buyers who have seen the new ware now being displayed by A. G. Lober at the local salesroom have expressed themselves as highly pleased, and it is already proving a money-maker in a number of stores. It is known as Copenhagen Art Fayence, and contains an assortment of exceedingly attractive patterns in unique border treatments and original all-over floral designs, all of which can be retailed at moderate prices and yield a good profit.

O. D. Dela Croix has his new assortment of fall samples from the Trenle China Co. complete. The treatments shown are so varied that there is something to suit all tastes.

Manager Frederick Morse, of the New York showroom, is in receipt of the first copies of Gillinder & Sons' new catalogue No. 24, compiled especially for the crockery and glass trade, and any buyer who has not already received one should lose no time in writing the local office or the factory at Philadelphia for a copy. Their assortment of cake covers, jars, aquariums, fish globes, soap dishes, candlesticks, gas and electric shades, lamp chimneys, hall globes, etc., are described and quoted at attractive prices, making every one of the forty pages of the catalogue of interest to the live buyer.

An array of new samples from the Guernsey Earthenware Co. has just made its appearance at the showroom of Bates & Ledden. The display consists principally of items in the company's new "Porcelainware," which includes a line of cooking and serving dishes, teapots, etc., in pure white as well as in colored glazes and decorative treatments in which several striking white and black designs are represented. This ware has been created by the concern to take the place of the imported, and is more reasonable in price than the latter.

Dealers may still avail themselves of the opportunity of getting immediate deliveries from the stock of Paul A. Straub & Co., who, despite the heavy inroads made upon it during the past few weeks, have yet a good supply of dinnerware and fancy china on hand from their Bavarian and Austrian factories. Some lines are still complete, while others may be had only in partial assortments.

Mogi, Momonoi & Co. have just received from Japan an assortment of plaques of exceptional artistic merit. The designs are done in raised ivory and mother-of-pearl beautifully carved in the form of birds, flowers and figures on a black lacquered background which brings out the subjects very advantangeously. They are more modestly priced than one would expect.

A. P. Doctor has just opened up a display of attractive new specialties in light cuttings from the Camden City Cut Glass Co. There is an assortment of items particularly good as "special sale" propositions, while others are exclusive designs, the sale of which will be limited to one dealer, who will be given control for his city or town.

Koscherak Bros. are making a special showing of composition birds in a great variety of styles, sizes and kinds to meet the demand of the present craze for these as decorations for flower bowls, baskets and other ornamental purposes. They are also showing larger birds for mantel ornaments. They are all popular priced and carried in stock for quick delivery.

One of the live sellers at the salesroom of L. Straus & Sons is an assortment of fancy china in a decidedly striking black and white stripe decoration which is known as the "N. D." line. The treatment is carried

out in a wide border style with a gold edging. It is shown in a number of sets of various kinds, and also in a well-selected collection of odd pieces.

The Smith-Phillips China Co. are catering to the craze for black and white treaments in dinnerware with a tasteful assortment of excellent designs that leave no room for criticism. They are on display in this city at the salesrooms of H. Benedikt. One that is exceptionally pretty is a plaid effect shown with and without a gold edge.

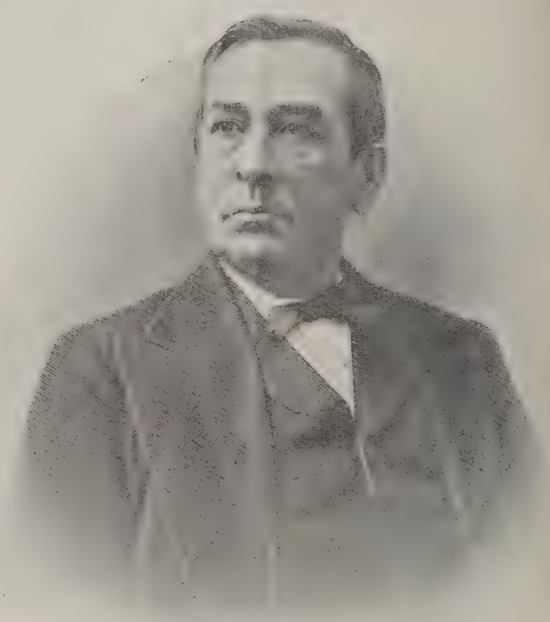
OBITUARY.

DORMAN J. SINCLAIR, banker, philanthropist, business man and manufacturer, of Steubenville, O., was killed by a Pennsylvania railroad passenger train at Steubenville the evening of August 6. Last Saturday he was to witness the opening and dedication of the skyscraper bank and office building in Steubenville which he had caused to be erected. For a number of years he was identified both financially and officially with the operation of the Jefferson Glass Co., at Follansbee, W. Va., and the Steubenville Pottery Co. About a year ago he was injured in an automobile accident, and six months ago was shot by a man whom he had befriended for a score or more of years. He was one of the most popular business men in the Ohio Valley, and was known to many glass and pottery buyers throughout the country.

Christian Dorflinger, founder of C. Dorflinger & Sons, cut glass manufacturers, White Mills, Pa., died at his home at that place Wednesday, August 11, as a result of paralysis.

Deceased was born in Alsace, France, March 16, 1828, and learned the trade of glassworking in the ad joining province of Loraine. Coming to America in 1845, he worked in Philadelphia as a journeyman glassblower until 1852, when he removed to Brooklyn and established the Long Island Flint Glass Works. In 1858 he built a new factory at a cost of $30,000, and in 1860 a second one, known as the Greenpoint Glass Works, at a cost of $75,000. With a view to partial retirement from business and of establishing a summer retreat, he sold out both factories in 1863 and bought a 300-acre tract of land east of White Mills, Pa.,—the neuclus of the present estate of 1,150 acres. This step, taken with a view of seeking rest, resulted in larger activity, for in 1865 he built a glass factory, in which he subsequently installed a cutting department. Improvements were made and the capacity of the works increased until the establishment reached the present large proportions.

Mr. Dorflinger's energies were not confined to the management of the works. He built seven houses in the first year that he carried on business in White Mills, erected a hotel in 1867, and his present magnificent dwelling. Altogether, he built in the vicinity of the factory seventy-five houses, and he aided many of his operatives to make homes by advancing them money. At the time of his death he owned in the neighborhood of fifty houses. His interest in the wel-



CHRISTIAN DORFLINGER.

fare of his employees has been manifested in various ways, and he liberally aided local institutions for their benefit.

Since 1881 Mr. Dorflinger's sons, William F., in New York; Louis J., at Honesdale; and Charles H., at White Mills, have been in partnership with him.

The interment will be on Saturday at Greenwood Cemetery, Brooklyn, where his wife is buried.

VACATION'S VICISSITUDES.

TO skin one's shin is bad enough, but to abrade one's leg from ankle to knee is sure painful. Which is why Frank M. Miller is limping around the District at present. Three weeks ago he started on a motor-boat trip up the Hudson. Above Troy, in a congested lock, he attempted to pass from his own boat to another, but missed his footing. He saved himself from going into the water by catching his arm on the gunwale. In slipping, however, he skinned his right leg, twisted his ankle, scratched his left leg, and severely bruised his left arm. Although sore all over, he paid no special attention to his hurts until three days afterwards, when his leg began to swell; then he sought a doctor's aid. He pluckily finished his trip, returning last week, and gets down to business selling glass every day, but is in considerable pain, and it will be some time before he has fully recovered.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

THE mode of illumination in a home has much dependent upon it. Furnishings, however costly, can e rendered dull and uninteresting if the lighting power e inconveniently or distastefully arranged. Moreover, ritability of temper and illness of the eyes are evils nat can be laid to this cause. If economy is to be prac-ced it is far wiser to curtail on the expenditure for urnishings rather than the lighting fixtures. Custom-rs should be told when buying these fixtures that they re going to look at them every day, and that their riends and family will see and criticise them. If the riticism is unfavorable the fixture will become an eye-ore.

Manager Frederick Morse, of the local salesroom of Gillinder & Sons, says that the factory has in prepara-ion some unusually interesting items in lighting glass-ware for the fall trade. He expects to have them on display in a very short time.

The Imperial Art Glass Works have turned out an array of new numbers in popular-priced portable lamps for the fall season that give every indication of proving live sellers. The designs are very good, and some new shapes in shades are particularly attractive. A number of new ideas in overlaid effects were noticed.

The Bradley & Hubbard Mfg. Co. have certainly added to their reputation with the new line of portable lamps now being displayed at the local salesrooms. Room after room is filled with new designs, the unusualness of which is sure to result in big sales. Every need can be met in the immense assortment, which takes in a complete price range, from inexpensive to high grade.

The Mantle Lamp Co. of America, a Chicago concern having a large manufacturing plant in Waterbury, Conn., have leased for their Eastern executive offices and showrooms an entire floor at 243-7 West Seventeenth street, this city.

Herman Halle is making an unusually good display of metal novelties and lamps. Since he moved across the street and took a store he has largely increased his lines. He has a fine lot of brass picture frames and a big showing of stationers' sundries in addition to the lamp line, and novelties galore. No dealer can fail to find something to his mind in this varied assortment.

The Royal Art Glass Co., whose advertisement appears on another page of this issue, are justly proud of their latest achievements in portables, domes and semi-indirect fixtures. All who have seen the display have pronounced it quite the best they have ever produced in



BY THE ROYAL ART GLASS CO.

its variety of excellent designs and unique finishes. Some beautiful patterns have been brought out in overlaid designs, fashioned in artistic floral effects and then tinted in dainty colors. Others in tinted enamels are exceedingly delicate, several in boudoir lamps being particularly good. Most interesting prices are quoted throughout the line, and a call at the company's showroom will prove well worth while.

Edward Miller & Co. are ready with their new line of lamps, and to say that they have outdone themselves is to draw it mildly. To begin with, there are more

than a hundred new designs, a dozen or more new finishes, and any number of new shades. Included in the new finishes are Etruscan bronze, royal green mosaic, imperial green, Delphania, and platina brass. In these and the shades "Period" designs are closely followed in many instances. The majority of the new lamps run from moderate to fairly high figures, although many are low priced, and all of them, no matter what grade, are big values for the money. Every dealer should see this fine display.

AT THE HOTELS.

AT the New Grand Frederick Schiessler is featuring an exceedingly pretty design by the Pioneer Cut Glass Co. called the "Ivy," consisting of a long-stemmed rose intertwined with ivy. The rose is etched and its leaves are plain, while for contrast the ivy is etched. It is exceedingly graceful, and, so far as we know, absolutely new.

William C. Lynch, representing Taylor, Smith & Taylor, who had a reservation at the Grand, went to the Imperial after all.

E. P. Chapman, with Demer Bros., could not get his old rooms at the Grand, and is at the Imperial.

Arthur W. Blackmer also is showing his lines of cut glass at the Imperial.

WAGE DEMANDS TURNED DOWN.

THERE will be little or no advance in the pressed branch of the glass industry the coming year. At the meeting of a committee from the National Association of Pressed and Blown Glassware Workers with the manufacturers at Atlantic City, N. J., the men, through their representatives, submitted some fifty odd propositions, all of which were firmly turned down. There are a few exceptions, which allow, perhaps, five per cent, but as a whole the employers were decided in their stand against any increase to further burden them in the admitted present trade decline.

Offsetting the wage disappointment the committee gained a signal victory with their recommendations for improved shop conditions. Suggestions were given recognition, and many changes long clamored for are due within the next year.

Owing to the active work of the conservative element the relationship between the workingmen's representatives and the employers has not suffered a ripple. The manufacturers go on record in promising the wage advance if the trade springs back to normal, but claim that added drains now might even force some plants to discontinue operations.

BUSINESS BRIEFS.

Warshavsky & Cohen, Brooklyn, who were damaged by fire August 7, were insured for $18,750.

Trimmer's five and ten cent store, Gettysburg, Pa., has been sold by S. E. Trimmer to his brother, Jacob E., who operates several other establishments in Pennsylvania.

The Fostoria Glass Novelty Co., Fostoria, O., has been incorporated for $50,000 by R. J. Ridgway, J. F. Mahoney, J. H. Jones, W. G. Klinepeter and W. G. Edmonds.

Ahrens & Winslow, who trade under the name of the Buyers' Association of America as buyers, jobbers, and shippers for department stores, have leased several large rooms in the Johnston Building, Broadway and Twenty-eighth street, where they will locate about October 1. They are now at 69 Fifth avenue.

H. Harroun & Co., the well known importing concern of Mansfield, O., celebrated its forty-fifth anniversary August 1. When H. Harroun started business Mansfield had a population of less than 7,000. For the first few years he was associated with Jacob Markwood. Later Martin Hammond became a partner and the firm was known as Harroun & Hammond. Mr. Hammond retired after being connected with the firm for eighteen years, and since then Mr. Harroun has conducted the business.

AMERICAN CERAMIC SOCIETY.

THE summer meeting of the American Ceramic Society will be held at New Castle, Pa., August 25-27 The members will visit the plants of the Shenango China Co. and the Universal Sanitary Mfg. Co. On the evening of the third day they will go to Rochestor, Pa., and visit the Beaver Valley Clay Pot Works and the plant of the H. C. Fry Glass Co.

SEND FOR ONE!

FOR the accommodation of their visiting friends the Nathan-Dohrmann Co., San Francisco, have had printed a very useful and comprehensive map of the Panama-Pacific Exhibition now in full swing in their city. It is about the size of a double postal card and gives the location of all the buildings, amusements, concessions, etc.—in short, everything a visitor would want to see. They will send it without charge to anyone interested.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Many glass manufacturers are giving more or less attention this season to premium specialties. In past years the pottery manufacturers were strong on premium lines, but now the glass trade is having its inning. The glass lines are more varied for premium specials than any other, and almost any specialty can be made for this particular trade. Bureau sets, seven-piece water sets, vases, etc., are in great favor.

James Wilson, formerly identified with the Tarentem (Pa.) Glass Co., who recently underwent an operation on his eye, is rapidly recovering.

John Kunzler, secretary of the Glass Association, returned to his desk here last Saturday from the Atlantic City wage conference, and at once plunged into the task of preparing the convention report.

Oswald Medina, of the Cuban office of the United States Glass Co., was here last week, accompanied by Lawrence Kinet, who has charge of the foreign department of this company at New York, conferring with the officials of the company concerning export business.

After about a month's inactivity the factories of the Phoenix Glass Co. have resumed operations. A number of new items are being arranged for the fall trade.

Walter Leasure, who has been at the home office of the United States Glass Co. for several weeks, left this week for his Southern territory.

The lighting glass lines of the Eagle Glass and Mfg. Co., were shown here during the past week by B. F. Pritchard at the Hotel Anderson.

Joseph H. Stewart, formerly identified with the sales department of Duffner & Kimberly, lamp manufacturers, has become associated with the Pittsburgh Lamp, Brass and Glass Co. He will travel the Ohio and West Virginia territory, succeeding Alvin Ross, who has retired from the road. Mr. Stewart, who has been spending some time at the Pittsburgh office, will start over his route next week.

The American Glass Specialty Co., Monaca, Pa., is showing a new cut grape design on a seven-piece water set.

Thomas A. Neely was in the district from Youngstown, O., placing orders for immediate needs.

A new specialty being put out by the Jeannette Glass Co. is a glass fire engine with metal revolving wheels, the hollow space containing confections.

Jobbers in this locality report a very active demand for bar goods lines. During the early part of the season this trade was unusually dull, but a decided improvement is noted now.

Harry A. Ross, sales manager for the Pittsburgh Lamp, Brass and Glass Co., has returned from a business trip to New York and the East.

A new line of six and ten inch hand-painted blown vases is being shown by the United States Glass Co.

Glass factories manufacturing covered water pitchers are reporting good sales. A number of different shapes are on the market, but the Colonial design appears to have the lead.

Jelly tumblers continue to be in strong demand, department stores and the five and ten cent syndicates being heavy buyers during the past fortnight.

The factories of the Gill Bros. Co. at Steubenville and Toronto, O., resumed operations last Monday after an idle period of six weeks. The lighting glassware department of this concern is working full time.

The Cambridge (O.) Glass Co. are working to capacity. They started up in full a few weeks before the summer shut down, and were among the first to start the fall fire. In the meantime orders have been ac-

cumulating, and they have enough on hand now to run them for some months.

Through leases just signed the Hazel-Atlass Glass Co., Wheeling, W. Va., have secured the gas production from 5,000 acres of oil and gas lands in Taylor county, West Virginia.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 10, 1915.

BORDEAUX

204	packages	chinaware	Haviland & Co
27	"	"	L Bernardaud & Co
140	"	"	Theodore Haviland & Co
40	"	"	A G Moment
18	"	"	L E Bohm
8	"	"	L Rouquart
41	"	"	Vogt & Dose
16	"	"	H Creange
51	"	"	Herman C Kupper
13	"	"	Justin Tharaud
13	"	"	J H Venon
21	"	"	Haviland & Abbot Co
5	"	"	E Bradshaw
4	"	"	Redden & Martin
43	"	"	Wm Guerin & Co
3	"	glassware	C B Richards & Co

SEVILLE

134	packages	chinaware	Burbank, Douglass & Co
4	"	toys	Bank of India

CANTON

96	packages	toys	J Wanamaker

LIVERPOOL

8	packages	earthenware	L A Consmiller
12	"	"	Knauth, Nachod & Kuhne
1	"	"	Davis Collamore & Co
39	"	"	Maddock & Miller
6	"	"	Lazarus & Rosenfeld
5	"	"	G Collamore & Co
39	"	"	W S Pitcairn
3	"	"	Butler Bros
14	"	"	H C Edmiston
11	"	"	Gimbel Bros
14	"	"	E Boote
1	"	"	E B Dickinson
12	"	"	R Slimmon & Co
22	"	chinaware	Haviland & Abbot Co
8	"	"	J J Hines
1	"	"	E L Kraemer & Co
38	"	"	Meakin & Ridgway
3	"	"	Bane, Hill & Ward
6	"	"	T S Todd & Co
12	"	glassware	Tiffany & Co
2	"	"	Haviland & Co
22	"	toys	Meccano Co
3	"	"	J Fuller

GENOA

4	packages	chinaware	H Creange
10	"	toys	Sutherland Int Dispatch

HAVRE

15	packages	chinaware	G A & E Mayer
8	"	toys	F W Woolworth & Co
4	"	"	Strobel & Wilken Co

LEGHORN

77	packages	earthenware	F Bing & Co

NAPLES

2	packages	earthenware	Ovington Bros
6	"	chinaware	H Creange

LONDON

2	packages	toys	Geo Borgfeldt & Co
1	"	"	Sutherland Int Dispatch Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

20	packages	earthenware	Jones, McDuffee & Stratton Co
9	"	"	Mitchell, Woodbury Co
4	"	"	W N Proctor & Co
1	"	"	Richard Briggs & Co
1	"	"	Shreve, Crump & Low Co
86	"	"	Miscellaneous Orders

ROTTERDAM

11	packages	earthenware	Geo Borgfeldt & Co
2	"	"	Miscellaneous Orders

GENOA

6	packages	earthenware	Jones, McDuffee & Stratton Co

AT CHICAGO.

CHINA and glassware had somewhat of a boom last week. Hundreds of buyers from every section of the country were in the city during "Market Week," and local representatives are very well satisfied with the results.

* *

M. D. Tinker, salesman for the the Cut Glass Specialty Co., was slightly injured in an automobile accident last week.

* *

Earl Newton, Chicago representative of the Imperial Glass Co. and the Economy Tumbler Co., made a business trip to Toledo last week.

* *

One of the encouraging features thoughout the Middle West at the present time is the marked improvement in collections. Many china and glass men have commented on this during the past week. They declare that the fine crop prospects in the rural sections are responsible for the better condition, as the merchants, feeling that trade is assured, are less clinging when it comes to parting with money to pay for merchandise.

* *

F. T. Renshaw, manager of the Chicago warerooms of the United States Glass Co., has returned from a trip to Pittsburgh. B. H. Palmer, traveler for the company, has left for his territory.

* *

Business is better here in the city, that is certain. The volume of orders placed last week was far ahead of the figures for the same week last year, it is estimated. This was not due alone to the fact that "Market Week" brought many buyers to the city, but because all the department stores, large and small, are in the market for

goods. However, the buyers are showing a great deal of discrimination, and are not placing business until they are assured that they have the goods they want. They are particularly interested in the selling points of wares, and little time is spent in investigating intrinsic values. It is evident that the department managers are seeking to turn their stocks oftener.

* *

Otto Heinz, of the Cut Glass Specialty Co., was a visitor in the city last week. Mr. Heinz is president of the factory, which is located at St. Charles, Ill., near this city.

* *

George Brush, of the Brush-McCoy Pottery Co., Zanesville, O., has returned home after spending several days calling on the trade in this city.

*

Peter Rinken, manager of the china and cut glass department at the Boston Store, is settling down to the work of selecting goods for the fall trade since his return from a recent vacation in the north woods.

* *

Tom Schollenberger says he has been too busy thus far to take a vacation, but hopes to break away within the next few weeks.

* *

Tom Richardson, of the local office of the Fostoria Glass Co., has returned fron his wedding trip among the resorts of Michigan.

* *

J. F. Kaiser, department store man of Muncie, Ind., was one of last week's visting buyers.

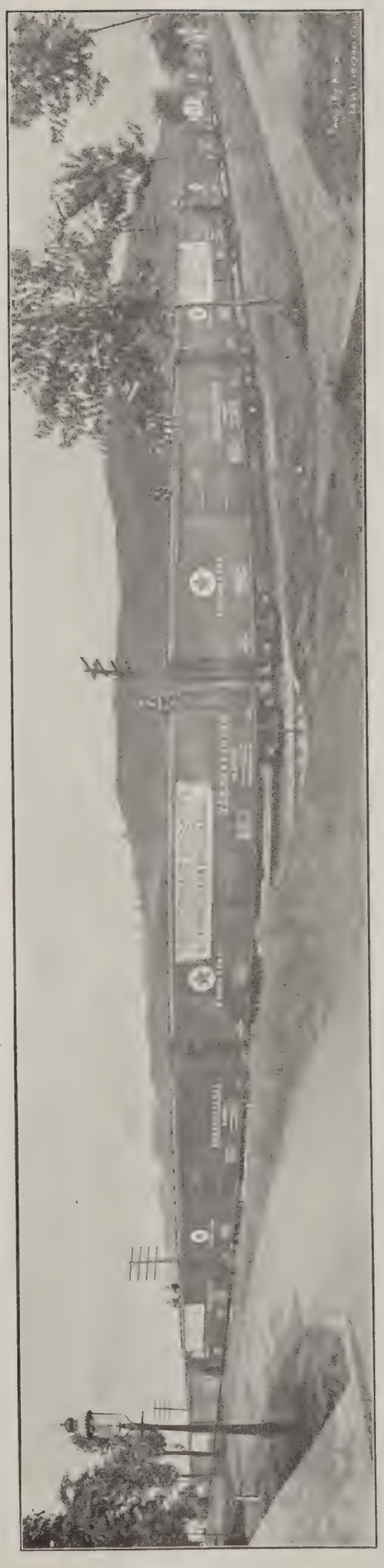
300 IMPORTERS IN BLOCKADE APPEAL.

THREE hundred American business men, most of them importers of New York who have goods tied up in German and Austrian ports because of the British blockade, listened for two hours at the Biltmore Hotel Wednesday afternoon to a dissertation on British interference with American commerce by Senator Hoke Smith of Georgia.

After the speech arrangements were made to launch a nation-wide campaign, the main object of which will be to bring about a special session of Congress for the purpose of compelling England to lift the embargo on neutral cargoes destined for neutral countries.

The meeting was held under the auspices of the Importers' Committee. The officers of the committee are Philip J. Cunningham, chairman; Carl W. Stern, vice-chairman; Theodore Bach, secretary; Arthur G. Kaufmann, treasurer. The executive board includes Emil Strobel, M. B. Schmidt and George J. Hunken.

Definite steps taken at the meeting were confined to the sending of a petition to President Wilson and the adoption of a resolution to organize trade bodies throughout the country with the idea of obtaining a powerful backing for a special Congress session.



SOLID TRAIN OF CROCKERY FROM THE KNOWLES, TAYLOR & KNOWLES POTTERY CO. EN ROUTE TO HIMMELSTERN BROS., SAN FRANCISCO.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 12, 1915.

A FIRST-CLASS position with an English importing house is open for a Southern traveler with good connections. See our "Special Notices" column.

AFTER nearly three weeks of conference at Atlantic City between manufacturers and workers the meetings adjourned last Thursday. There was less friction than usual, and both sides seemed to feel that it would not be wise to disturb existing relations; so no material changes have been made.

THE WINDOW DISPLAY.

TASTE is the prime requisite in a china and glassware window. In most cases the glaring fault is that too many pieces are placed on view. It seems as if an attempt were made to show quantity rather than quality. Better have a few pieces at a time and frequent changes than to try to advertise the whole stock at once. A few pieces artistically placed will draw more attention than a lot of ware, no matter how good it may be.

Take a window six feet wide, with a corresponding depth. Half a dozen good pieces placed on a velvet floor covering of a color that harmonizes with the goods will catch and hold the eye. Avoid colors, both in wares and drapery, that clash with each other. Have half a dozen shades of velvet or cloth, and adapt each to the other. Change as frequently as possible. Use velvet in preference to cloth; there is a richness to the fabric that enchances the ware.

The best colors are black, deep maroon, white, and soft French grey. Certain shades of brown may be used with the golden browns. Greens and blues are apt to kill the colors in the decorations.

White or black are best for glass. Never use green, as there is almost always a tinge of this in glass, and a green background only intensifies it.

The matter of grouping is important. No written instructions can tell how to do it. The eye alone can decide which is the most effective way.

When very cheap goods are displayed it is permissible to make bulk tell. In such a case the less attempt at artistic grouping the better. Always show cheap stuff by itself—never in connectiou with fine goods.

FRENCH GOODS ADVANCED.

A HORIZONTAL raise of about ten per cent on all French goods is announced, and Haviland & Co. are this week mailing the notification to their customers. It has long been expected, and that it is not greater is something of a surprise. For some time back various importers have been adding ten per cent to their invoices to cover extra freight charges and war risks, and in some cases certain patterns were advanced from five to ten per cent. But the present raise is on the price of the goods here.

Other importers of French wares will probably take like action in the immediate future.

PERSONAL.

TO spend a couple of weeks in one of the best trout sections of the country and not go fishing seems anomalous; but not when one is a golf fiend. H. K. Tetsuka, of Morimura Bros., put in his whole time golfing, and enjoyed it immensely. It takes stamina and enthusiasm to play golf on the side of a mountain. The question of score is a secondary consideration, and so he doesn't brag about that part of it.

S. A. Pexton and Wm. Bleesing, for many years with the Burley & Tyrrell Co., are now in charge of the Chicago office of the Geo. H. Bowman Co.

On his way home from Atlantic City, C. B. Roe, who has charge of the manufacturing end of the Fostoria Glass Co., Moundsville, W. Va., spent a few days in New York. The same energy and enthusiasm he brings to bear on his work were equally in evidence

uring his play-spell. He can't do things by halves. . C. Scroggins, Jr., who runs the lamp department, oined him at John Nixon's.

M. J. Geary, manager of the Chicago branch of Morimura Bros., has been spending the week in New York. He says he has no kick coming except that he bjected to a twelve-hour detention at Erie by the flood hile en route to New York.

Perhaps it was because he wanted a change that aused J. Meredith Miller to select Lake Dunmore, Vt., or his vacation. Certainly there are no golf links ithin miles of the place. More likely his wife had omething to say about the choice of location, for golf s terribly engrossing. Anyhow, there were good fish-ng, boating, and the most entrancing long walks; so ney enjoyed themselves. Meredith and his brother onald, who was also of the party, returned to their uties at Maddock & Miller's on Monday.

O. E. Spaeth, who has been buying cut glass for he new addition to the Mercantile Co.'s store at St. aul, left for home last Friday. He is to have a splen-id location for his department when he opens in Sep-ember, being in a corner on the main floor, with a good indow for displaying the goods.

In that far-off time when men shall get their just eserts, thirty years of faithful service with one house ill be rewarded with a pension sufficient for the reci-ient to live the rest of his life in ease. As it is now a an garners simply experience; and in the case of W. . Walle, for three decades with R. H. Macy & Co., is experience enriches Carl's Department Store, ingston, N. Y., for which he has become the buyer.

C. H. Taylor has been making a short visit to S. A. eller at Zanesville, O. He also looked after some rivate interests while there.

Considering his seventy-five years and his avoirdu-ois, H. C. Fry is a wonder. During a short visit to ew York last Friday the veteran glass manufacturer epped around as lively as a boy.

Lee Kohns, of L. Straus & Sons, left on Saturday r a visit to the Panama-Pacific Exposition. This is r. Kohns' first visit to the Coast. He stopped off at inneapolis, and will go to Seattle, Vancouver, the osemite and other points before reaching San Fran-sco.

Handsome as ever, John A. McNicol, vice-presi-ent and treasurer of the D. E. McNicol Pottery Co., Clarksburg, W. Va., was in New York for a day or two the latter part of last week, and in every place of busi-ness he entered that wonderful complexion evoked the usual envious glances of the girl stenographers.

David C. Jenkins, of Kokomo, Ind., who when not attending to legislative matters is a glass manufacturer, spent two or three days in New York last week. "Dave," as he is familiarly called, has been State Senator for Indiana for two years.

It takes nerve, to say nothing of endurance, to drive a car to Montreal and back. Yet that is what Fred Skelton is doing; and enjoying it. He is expected home next Monday.

The friends of David Saunders, formerly buyer for Stern Bros., have been wondering what had become of him, as he has not been heard of in the District for some time. It now transpires that he has been con-fined in Mount Sinai Hospital for more than five weeks undergoing an operation. He is so far recovered that he expects to come out on Saturday.

With a valise in one hand, overcoat and umbrella in another, and his young son similarly equipped trot-ting beside him, A. G. Moment was seen on West Broadway Monday in great haste moving towards the elevated station bound for New Creston, Conn., where he will spend two weeks' vacation.

Arthur J. Bennett, president of the Cambridge (O.) Glass Co., came from the glass conference at Atlantic City to New York on Friday night, and was later joined by his wife, who had been to Lexington, Mass., to at-tend the funeral of a brother. They left for home Tuesday night.

No one could ever accuse George S. Silvia of apathy, and it was no surprise to find him enthusiastic over the beauties of the new wareroom of the Pairpoint Corporation when he called at Twenty-third street this week.

Wm. Howell, with Pitkin & Brooks, Chicago, spent the week in New York City.

Paul Haviland, of Haviland & Co., sailed for France last Saturday by way of Spain, leaving on the steamship Montevideo.

Walter P. Briggs, buyer for Sibley, Lindsay & Curr Co., Rochester, N. Y., arrived in town Monday night, to stay the rest of the week. He is at the Mar-tinique. He says that business is fair in Rochester, de-

spite the tremendous amount of rain they have had. He has never seen the river so high at this time of the year.

RESIGNS TO HELP IMPORTERS.

LAST Saturday Robert F. Rose, who has been Foreign Trade Advisor of the State Department, tendered his resignation to Secretary Lansing and at once came to New York and entered the employ of the German and Austrian importers who have been working to secure the lifting of the British restrictions on importations. Mr. Rose has been assisting the importers in his official capacity ever since they started their agitation to bring about the removal of the English blookade order in so far as it affects importations from Germany, and it is understood that during recent visits to New York he was prevailed upon to leave the State Department so that he could take up the cudgels for the importers.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Mr Kohn, hf, Palais Royal, Washington. 43 West 23d.
H Greve, t, The Fair, Chicago. 225 Fourth ave.
Miss K Walker, t, Stix, Baer & Fuller D G Co, St. Louis. 71 West 23d.
E W Merrill, c, New England Furn Co, Minneapolis. 104 Fifth ave.
P Johnson, c, g, Chamberlin, Johnson, DuBose Co, Atlanta. 31 Union sq.
A P Little, c, g, Bee Hive, Clinton, S C.
N McColgan, hf, W & A Bacon Co, Boston. 1133 B'way.
L J Wagner, t, J N Adam & Co, Buffalo. 18 West 35th.
Miss E Brennan, c, g, l, Rothschild & Co, Cleveland. 215 Fourth ave.
H Norman, hf, c, t, Wm Taylor, Son & Co, Cleveland. 470 Fourth ave.
W D Sanford, c, g, s, Pettis D G Co, Indianapolis. 2 Walker.
C H Baxter, hf, c, t, J Bacon & Sons, Louisville. 23 East 26th.
T J Gill, s, g, Lipman, Wolfe & Co, Portland, Ore. 100 Fifth ave.
Miss Walker, t, Stix, Baer & Fuller D G Co, St Louis. 71 West 23d.
L Goodkind, c, g, Mannheimer Bros, St Paul. 320 Church.
T Fitzsimmons, c, g, l, McCreery & Co, Pittsburgh. 23 East 26th.
P J Reilly, t, Schuneman & Evans, St Paul. 116 West 32d.
G C Tonolla, hf, A Eisenberg, Baltimore. Strand.
H T Zuzak, c, hf, t, H T Zuzak & Co, Boonville, Mo. Woodstock.
O Phillips, c, g, and Miss M Johnson, t, W & A Bacon Co, Boston. 1133 B'way.
W E Clark, hf, Marshall Field & Co, Chicago. 104 Worth.
A J Kline, hf, H M Phillips, hf, c, t, and R J Calm, hf, Dives, Pomeroy & Stewart, Harrisburg, Pottsville and Reading, Pa.
C H Kessel, c, g, hf, Kaufman-Strauss Co, Louisville. 200 Fifth ave.
E Schmidt, hf, Thedieck's Department Store, Sidney, O. 17 East 22d.
A C Baker, hf, Goldberg & Lewis, Talladega, Ala. 1161 B'way.
P O Frier, hf, Erie (Pa) D G Co. 432 Fourth ave.
C A Fuller, hf, C F Jackson Co, Findlay, O. McAlpin.
L C Moses, c, g, t, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.
F E Adams, t, A Acruman Merc Co, St Louis. Broztell.
W B Shockley, c, g, s, J B Ivey & Co, Charlotte. Clendenning.
F C Hefter, hf, Chicago Store Co, Kankakee, Ill. 31 Union Sq.
A A Breton, hf, Shartenburg & Robinson, New Haven. 75 Spring.
A Binswanger, hf, J Horne Co, Pittsburgh. 470 Fourth ave.
F E Fleischman, hf, c, I Freimuth, Duluth. 568 Fifth ave.
R B Smith, t, J B White & Co, Augusta. 23 Eest 26th.
E A Ernst, c, H & S Pogue Co, Cincinnati. Elks Club.

CLAIMS SOLVENCY, BUT CANNOT PAY.

THE American Five and Ten Cent Stores, Inc., claims that it is solvent, but admits that it owes over $200,000 which it is unable to pay at present. Judge Hand has granted permission to the company to issue a bond for $30,000 to continue the business and to marshal the assets of the concern for the benefit of the creditors. The decree enjoins all stockholders or creditors from bringing action against the company.

NO MORE "BREAKING BULK."

HEREAFTER, when a New York shipper has a small lot of freight destined for any of the more important cities in the Northwest, the Missouri River territory or the Southwest, he will be able to send it in a car that will go straight through to its destination without a transfer of the package to another car. It was announced this week that the Pennsylvania Railroad had inaugurated a practice of sending through cars of merchandise freight by the Star-Union line daily from New York to far Western points, regardless of the quantity of freight offered for shipment. In the past the custom was to transfer small consignments of merchandise at various junction points en route, which meant delay and sometimes rough handling.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The demand for salads with some plants shows that the sale of this item for the fall trade will be more generous than ever before. Some manufacturers are getting out new shapes in this line, declaring that inasmuch as the importers are now showing only the patterns of last year, American salads will be in heavy demand this season. Both the plain and fancy shapes are having a very good sale, and the popular-priced lines are in excellent demand. Decorations are varied, and selections can be made to suit any taste.

* *

Members of the United States Potters' Association are still "in the dark" as to what demands will be made upon them by the workers at the joint wage conference expected to take place in September. A member of the conference committee is reported to have said: "We are not going to hit the manufacturers very hard this year." On the other hand, the employers say that they are not going to be "hit" at all.

* *

Both pottery and glass manufacturers maintained exhibits this week at the Second Annual Manufacturers' and Importers' Association Exhibition held at Toledo, O. Victor G. Wicke, of the Imperial Glass Co., is a member of the board of directors of this association. The Terminal Auditorium at Toledo was used by over 200 manufacturers and importers for the display of their lines. Among them were the Colonial Pottery Co. and West End Pottery Co., this city; Crooksville (O.) China Co.; Wellsville (O.) China Co.; Imperial Glass Co., Bellaire, O.; Lancaster (O.) Glass Co.; George H. Bowman & Co., Cleveland; Ebeling & Reuss and Hering & Hahn, Philadelphia; Federal Enameling and Stamping Co., Pittsburgh; Bellaire Enamel Co.

*

Mrs. William Polk is again in charge of the Thompson House, having taken possession of the property a few days ago.

* *

"We will have a large display at the Ft. Pitt Hotel in January, and are making a number of new items which we will not show until that time," said T. A. McNicol, of the T. A. McNicol Pottery Co. A number of other local pottery concerns will also exhibit at the Ft. Pitt, and have already asked for reservations.

* *

A. P. McPherson, who has been visiting friends at Detroit, Mich., will leave soon on a Western trip for the Knowles, Taylor & Knowles Co. Hugh Nevin, Joseph Davis and Fred Kline are now covering their respective territories for this concern.

* *

The Homer Laughlin China Co. is showing an extensive line of salads this season, and in a wonderful variety of decorations. Buyers find it a very easy matter to make selections from the creations of this concern.

* *

Clay brokers here say that the tonnage of English clays arriving at Eastern ports is very small, and that they are unable to fill all orders for immediate deliveries. A number of pottery manufacturers stocked up on this material late last fall, and are now glad they did, although they paid advanced prices.

* *

While covering Eastern territory for the Potters' Co-Operative Co. George Buxton became ill with stomach trouble and hurried home. He was confined to his room for over a week.

* *

Among the buyers visiting the district during the past few days were Mr. Searles, for Schuneman & Evans, St. Paul, Minn., and Mr. Hirshberg, for S. Kahn & Sons, Washington, D. C. Both were placing orders for immediate requirements.

* *

One pottery here has more orders on hand than it had a year ago at this time; another is working to capacity, and still another has two months' business on the books.

* *

Up to last Friday the officials of the D. E. McNicol Pottery Co. were much concerned about the whereabouts of Zed T. Smith, their Eastern salesman, wh:

"made" Erie, Pa., the day of the flood there, in which over fifty lives were lost. He turned up safe and sound, however, having been "held up" there because of the confusion.

* *

Two new shapes in salads and three new open stock dinnerware treatments are being shown by the Potters Co-Operative Co. Six different decorations may be had on the salads. H. P. Knoblock says that operations are on a capacity basis.

* *

There is a very good demand for scheme ware with some of the local manufacturers.

* *

The former plant and business of the Falls Creek (Pa.) Pottery Co. has been taken over by a new organization known as the DuBois China Co., and the manufacture of vitreous hotel ware will commence next week. The plant will be under the management of John Lassell, who was in the local district a few days ago securing workmen.

THE POTASH QUESTION.

IN view of the practically absolute embargo on potash from Germany—the amount of the carbonate arriving in June being only 588 lbs. as against 1,385,750 lbs. in the same month of 1914—the CROCKERY AND GLASS JOURNAL recently made inquiry of a number of manufacturers as to what they contemplated doing when the amount on hand was exhausted. Could they make a satisfactory glass without potash? If not, what substitute could be employed? Would soda ash glass work satisfactorily? Up to date we have received the following replies:

JEANNETTE, PA., July 31.

Editor CROCKERY AND GLASS JOURNAL.

We are in receipt of your favor of the 29th, and are pleased to advise you that we have a substitute for potash used in the manufacture of figured and plain lead blanks for cutting; but if we make the substitution the cutters to whom these blanks are shipped will be unable to get a satisfactory polish by dipping in acid with the formula they are now using.

It is possible that when the potash supply is exhausted in this country a substitute will be found for potash and a satisfactory dip can be given to the users of lead blanks which will make practically as good a quality of cut glass as is being used at the present time.

M. A. SMITH,
Pres't McKee Glass Co.

August 2.

Editor CROCKERY AND GLASS JOURNAL.

Replying to your recent inquiry regarding potash, we would say that while the matter is not quite so simple as the substitulion of soda ash for potash, we have been able largely to dispense with the use of potash, and in some cases important improvements in the glass have resulted.

We should prefer not to have our name used in this connection.

PITTSBURGH, Aug. 4.

Editor CROCKERY AND GLASS JOURNAL.

Your esteemed favor of July 29th received, and while ordinarily I will answer most any question that is put to me, I don't believe I will answer your question, for the reason that I would have to give away some trade secrets. It will be quite a time yet before all the potash in the country is exhausted; so I don't think it is worth while worrying about at the present time.

M. G. BRYCE,
Pres't United States Glass Co.

August 2.

Editor CROCKERY AND GLASS JOURNAL.

In reply to your favor of the 29th, we would prefer not to have our name published, but you are at liberty to use the following information: We have a small supply of potash left. When it is all gone we will have to make a soda-ash glass, and the trade will have to take it if they must have glass. We do not know of any substitute. Our opinion is that we can make good glass with soda ash, but it will lack the brilliancy of the potash glass.

FOLLANSBEE, W. VA., August 7.

Editor CROCKERY AND GLASS JOURNAL.

We have your letter of the 29th, which arrived during the absence of the writer at Atlantic City. We scarcely know what we shall do when the potash in the country is exhausted. Our chemists have been steadily working to a point where we could dispense with the greater part of the potash, but the work is slow and unsatisfactory.

C. H. BLUMENAUER.
Pres't Jefferson Glass Co.

BATTLED-SCARRED, CAN STILL SELL GLASS.

HAVING "done his bit," Fernand Desmaison is coming back to resume his position with L. Bernardaud & Co. the latter part of the month.

He was called to the colors early in the war and was wounded three times in one engagement, lying on the field for three days and two nights before the ambulance corps rescued him. After his wounds healed he was given leave of absence and came to New York for a while. When his furlough expired he reported for duty, but upon examination before being again sent to the front was declared ineligible for further military service and was granted an honorable discharge, with its accompanying pension.

Mr. Desmaison is very popular with the trade and will get a rousing welcome from his confreres on his arrival.

NO "PENT-UP UTICA" FOR THESE IMPORTERS.

JESSE DEAN, Inc., is the name of a new concern incorporated at Albany this week to manufacture china, earthenware glassware, household goods, etc., with a capital of $30,000. The incorporators are Henry Creange, 200 Fifth avenue; F. P. Abbot, 95 Madison avenue, and H. L. Cross, 150 Nassau street, this city.

La Porcelaine Théodore Haviland

Limoges

FRANCE

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

BOSTON BUSINESS NOTES.

AMONG the buyers in town this week were N. E. Ford, for Charles F. Wing Co., New Bedtord; Arthur F. Ellis, for Almy, Bigelow & Washburn, Salem; Miss M. M. Eddy, for George B. French Co., Portsmouth; Mrs. E. A. Davis, of the E. A. Davis Co.; M. B. Page, Peabody, and Emma J. Epps, who conducts a summer store at Milford, N. H.

H. C. Yerkes, representing Kelly & Steinman, Deposit, N. Y., is showing his goods at Young's. Fred J. Classen is at the same hotel.

Ripley Wiley, with the Mitchell, Woodbury Co., has returned after a two weeks' vacation at his summer camp at Lake Winnipesaukee. Ripley didn't have a very good time because of the rain. He managed, however, to get in a few days of good sport.

Miss Katherine Barry, assistant in the china department of Houghton & Dutton, has started on her vacation.

Butler Bros. have opened their new branch in this city, with E. F. Bode and two assistants in charge. On Monday the doors were opened for business and buyers were shown a large display of imported and domestic toys, dolls and china. Mr. Bode says he has no complaint whatever to make concerning the amount of business he has done in the first few days.

A minimum weekly wage of $8.50 for women over eighteen employed in department and other retail stores is provided for in the report of a special wage board to the Minimum Wage Commission. It is provided that employees within this classification shall have had one year's experience. Inexperienced female workers over eighteen to receive not less than $7 weekly. Minors between seventeen and eighteen are to be paid a minimum of $6, and those under seventeen not less than $5.

Arrangements have been made with Fred A. Minor to represent H. P. & H. F. Hunt Co. on certain lines in New York State. Frank B. Page, of this firm, has gone on a trip to Worcester and Springfield, and F. R. Underhill is on a trip through Northern New York and Vermont.

In behalf of L. Dimond & Sons, Providence and Boston, an offer in composition, prior to adjudication, was filed with the clerk of the United States District Court. The terms consist of 25 per cent cash and 35 per cent in stock in a new corporation. The schedules filed disclose liabilities of $360,148, all unsecured, and assets of an approximate value of $587,825 and an appraised value of $219,844. The matter has been referred to Referee Olmstead. The first meeting of creditors will be held in September.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By an English importing house, an experienced china and earthenware salesman for the South. One who has good connections, particularly in Texas, desired. Communications confidential. Address Box A 956, this office.

WANTED—Good, hustling men to sell well-established line of light cut glassware on commission basis. Give experience and territory familiar with. Address Box A 957, this office.

Important Notice to the Trade

SYRACUSE Reg. U. S. Pat. Off. O.P.CO. Reg. U. S. Pat. Off.

The trade-marks "Syracuse" and "O. P. Co." which for upward of twenty years have identified our products, have recently been registered in the United States Patent Office, the registration numbers being 104,744 and 104,745, respectively. These trade-marks are our exclusive property and the unauthorized use of them or either of them, or any imitation thereof, by manufacturers or dealers, will infringe our rights.

ONONDAGA POTTERY COMPANY
Syracuse, N. Y.

A LINE OF "LIVE ONES"

FOR THE WIDE-AWAKE BUYER.



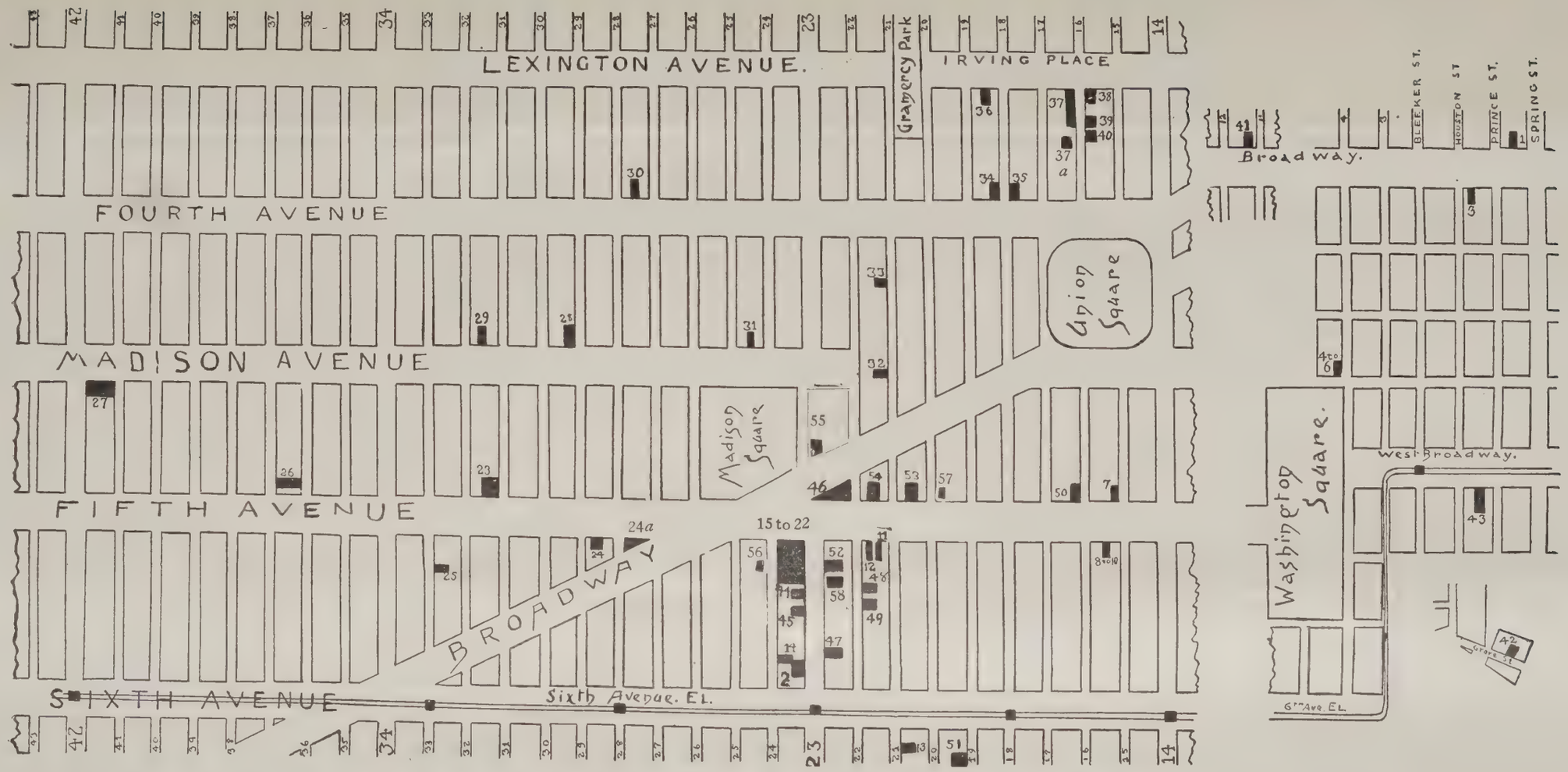
Our new designs are bett than ever.

Imperial Art Glass an Lamp Works,

205 West 19th St., New York.

Boston—41 Pearl St.
Chicago—908 Kesner Bldg.
Portland, Ore.—313 Hamilton Bl
Toronto—23 Manchester Bl

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave

28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
44 Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
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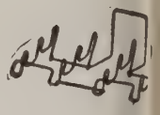
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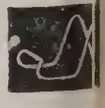
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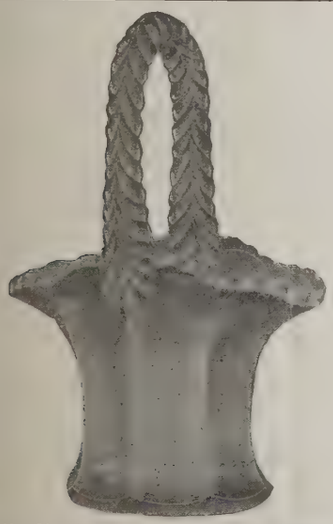
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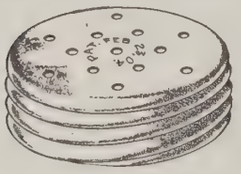
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CROCKERY AND GLASS Journal

Vol. 82. No. 8

Aug. 19, 1915

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INSTITUTIONS &c.

UNDERGLAZE BORDER PATTERNS

COLOR LINES &c.&c.

BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA.

HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

Thos. G. Jones, 71-73 Murray St., New York.
Geo. A. Granville, 144 Congress St., Boston.
Peacock & Roop, 1007 Filbert St., Philadelphia.
E. W. Newton, 706 Kesner Bldg, Chicago.
F. H. Young, 325 Locust St., St. Louis, Mo.
J. M. Allen, 318 Mack Block, Denver.

THE VAN GLECKLAND PORTABLE GAS LAMP

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic r design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is e clusive. It yields a good profit o the lamp sale and establishes a co tinuous profit on the sale of carbide.

Write us for detailed descriptio also our comprehensive sales plan.

THE VAN GLECKLAND CO., In
110 West Fortieth St., New York.

A. GREDELUE.



Glassware

Toilet Ware

Light and Deep Rock Crystal.

Fancy Goods.

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

GUERIN & CO.,

Trade Mark



of Limoges, France,

Trade Mark



Wm. Guerin & Co. **J. Pouyat & Co.**

Extend a cordial invitation TO ALL to visit their new showrooms at

43 to 47 West Twenty-third St.,

NEW YORK CITY.

Have You Seen Our

CATALOGUE No. 24?

Compiled especially for Crockery and Glass Trade.

GILLINDER & SONS, Inc.,

PHILADELPHIA.

DENMARK.

THE ONLY PORCELAIN PRODUCING COUNTRY IN EUROPE.

COPENHAGEN ART FAYENCE.



"CROWN." "VICTORIA."

TWO OF OUR NEW POPULAR-PRICED OPEN STOCK PATTERNS IN COPENHAGEN ART FAYENCE.

THE war has crippled all china factories in Europe except those in Denmark. Our Copenhagen factories are ALWAYS working in full force. Danish shipping has NOT been affected; any order placed with us is ASSURED PROMPT DELIVERY. We carry at ALL TIMES a large and splendid assortment of DINNER WARE, Vases, Flower Holders and Fancy Goods in PORCELAIN AND ART FAYENCE.

ROYAL COPENHAGEN PORCELAIN CO.,

256 FIFTH AVENUE, NEW YORK.

WE INVITE INSPECTION AND ENCOURAGE CORRESPONDENCE.

Bryce Brothers Company

HAVE MOVED THEIR NEW YORK SHOWROOMS

UPTOWN

(240 Fifth Avenue, between 27th and 28th Sts.)

TO LARGER AND MORE COMMODIOUS QUARTERS,
WHERE ALL THEIR VARIED LINES OF

Blown Glass Tableware

ARE ON DISPLAY.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

ESTABLISHED 1818.

Libbey Cut or Engraved Glass owes its popularity to the originality to its patterns.

You will find that your customers are quite willing to agree with you when you tell them that the accepted mark of leadership in glass is

LIBBEY

"THE WORLD'S BEST."

Libbey methods, Libbey designs, Libbey craftsmanship, are admittedly superior.

And this admitted superiority should be skillfully brought out in your sales-talk.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 19, 1915.

THE CONDITION OF BUSINESS.

New York

Good business characterized the week. The District looked like old times. A large number of buyers were in, and ome heavy orders were placed, the importers coming h for the major share of them. It spite of the recent ad- ance, English wares were in good demand, and large rders were booked for French goods, both from stock nd import, the raise in price apparently being dis- ounted. The German contingent had heavy drains on neir diminished stocks. Trade in Japanese goods was bout normal, aided by a better demand from the sea- ide resorts.

The domestic pottery agents here were not so busy, ut the factories are beginning to get very satisfactory usiness.

The local agents in pressed glass report rather a uiet week, but there is a better demand for blown oods and an increasing call for export. These factor- es also report considerable gains.

Cut glass, which has been so quiet, was a little nore active, and while no very heavy orders were placed here was a decided turn for the better.

Local retail trade still continues quiet; but as the big department stores are buying well for September sales there is a feeling that with the return of cool weather this end will improve materially. Country trade is not so bad, the seaside resorts improving and the mou ces showing up well. In the interior Middle West business is better than it is in the East, and the Pacific Slope reports things nearly normal.

Prospects for the future brighten every day. People are beginning now to feel the results of the heavy war orders. In and around those places where war munitions are made some of the huge profits obtained by the manufacturers are finding their way into the hands of merchants through the consumers. The country as a whole is in a highly prosperous condition. New York has become the money centre of the world, the only trouble being that we have more gold here than we know what to do with; and more is coming. Enormous crops of grain, fruits and vegetables are putting money into the pockets of farmers, and mine owners are selling their products at great profits. The cotton planter, in spite of his pessimism, is not only getting a good return for his staple, but can see a market for all he has raised this year.

We are continually referring to the short stocks in the hands of both retailer, importer and manufacturer. The fact has been strongly emphasized this week in the case of the former. There has been a good call from stock, and everything bought is for immediate shipment. The retail buyer should get all he can, and as quickly as possible, for there will be a call soon with nothing to supply it. There is hardly a man in the business who does not believe this; and yet many haven't the courage of their convictions and are holding off. It is impossible to sell goods unless one has them. The old excuses that "they are coming," or "we will

get them," given by retailers when called upon for goods they do not have, no longer satisfy the buying public. Consumers are tired of taking things they do not want because they cannot get the right articles, and the merchant who lays in a good stock will have an asset worth much more six months from now than it is to-day. We believe that both French and German china will be advanced again in the near future, and it is within the bounds of possibility that the American manufacturer also will see his way clear to get more for his goods. The wise dealer will buy, and buy now.

Pittsburgh and Vicinity

General business with the glass factories in this section during the past ten days has been rather spasmodic. Some sales managers report an active trade, while others assert that orders could show a decided improvement. Light cut glass is having a good movement. Table tumblers are in demand. Table glassware could be more active, although a fair business is being done on some lines. Lighting glassware is showing more strength, due to activity in new building in certain sections.

East Liverpool and Vicinity

The volume of new business coming into this district is favorable, considering the season and the general condition of the trade. Buyers who have been here within the past few days want merchandise delivered as early as possible. Dinner sets are having a fairly good movement, the open stock patterns being in best demand. Inquiry is being made for seasonable specialties, and it looks as if the fall will see the potteries working to capacity.

A. O. WHITNEY COMMITS SUICIDE.

OWING to financial losses, A. O. Whitney, backer of the Art China Import Co., committed suicide on Monday by inhaling illuminating gas at his home on Riverside Drive at 159th street.

The Art China Import Co. was started by Hugo H. Freundfeld in 1910. Mr. Freundfeld had been a bookkeeper for Koscherak Bros., and after leaving them took charge of the Bohemian glass department at Bawo & Dotter's when the latter were on Barclay street. The Art China Import Co. began by selling white china, and later added decorated goods; then began decorating. About a year ago the concern failed, but Mr. Whitney, who had furnished the capital, continued, with offices at 10 West Forty-sixth street. He had very little knowledge of the business, having acquired what little he did possess only through his connection with Mr. Freundfeld; and the complications caused by the European conflict, added to the concern's other troubles, proved too much for him. Prior to the war he had been in receipt of a large income; but this had been swept away. He was a comparatively young man, and this sad ending to his career was quite a shock to those who knew him. He leaves a wife and three children, all under twelve.

Miss Mary A. Kilduff, for more than forty years connected with the glass and crockery business of Boston, died at her home in Dorchester, Mass., August 11. She began her career with the Abram French Co. and continued with the Mitchell, Woodbury Co., where she held a position of trust, having charge of the billing department, and was considered by the members of the firm a valuable and respected employee. A large delegation from the Mitchell, Woodbury Co. attended the funeral services.

Thomas Charlton Booth, for many years manager of the New York office of the Consolidated Fruit Jar Co., 290 Broadway, this city, died August 12, following a long illness, of a complication of diseases, aged fifty-seven.

Thomas Dudley Bradstreet, founder of the Thomas Clock Co., died August 15th of heart paralysis in Thomaston, Conn., aged seventy-four.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g July 28, '15	Corresponding period 1914	Exports Jan. 1st to July 28, '15	Corresponding period 1914
Boston	431	845	3007	4312
New York	1124	941	5690	5778
Baltimore	490	909	5022	5591
Philadelphia	102	137	1773	1484
New Orleans	65	151	401	830
Newport News.	....	37	54	86
San Francisco.	487	178	1284	738
Portland, Me..	....	....	1006	991
Galveston.	....	67	....	398
Portland, Ore..	85	....	140	....
Inland Points..	124	81	406	382
Total..	2908	3346	18783	20587

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 31, '15	Corresponding period 1914	Exports Jan. 1 to July 31, '15	Corresponding period 1914
New York	285	230	5832	6783
Boston	27	327	3017	4382
Philadelphia	....	11	1761	1532
Baltimore	156	242	5092	5591
San Francisco	312	17	1254	775
New Orleans	84	22	485	905
Portland, Me..	....	....	1006	994
Galveston	....	214	....	545
Newport News.	....	....	54	104
Portland, Ore	....	....	140	....
Inland Points	5	4	429	209
Total	869	1067	19070	21820

Jottings Here and There

BY A QUIET OBSERVER.

HE walked into the wareroom with an urbane and confident air, remarking that he was in need of china dinner sets and open stock dinnerware, and was politely told that owing to the war the house had nothing to offer. He wanted to look around, anyway, saying he had often thought of coming in, but somehow had never done so. He felt sure he could use some goods. He was again told there was nothing to sell, and it would be useless to go through the line. He persisted for some time, but finally departed. "That man has been written to, called upon when in New York, and visited by our travelers, who have been turned down almost insultingly," said the merchant. "He never had any use for us or our goods, but now that he is short of ware he comes in, smiling like a basket of chips. I wouldn't sell him for gold paid in advance."

A little after three o'clock on Monday afternoon the fire department was called out to smother a blaze in the basement of George Borgfeldt & Co., Irving Place. There were more smoke and water than fire, although a few toys were damaged. A sight-seeing auto with a crowd of country folks happened along at the moment, and the "Rubes" had an opportunity of seeing the New York fire department at work. They will no doubt talk about it for the rest of their lives.

An importer of crockery and glass in this city received this week a copy of the "Pekin and Tientsin Times," dated July 6, published in Tientsin, China, part of it being printed in Chinese and part in German. In the latter section a writer records some of the curious mix-ups occasioned by the order from Downing street, London, to the effect that there should be no trading between the English and Germans. Now, as every traveler knows, Tientsin is divided into sections, or quarters, inhabited by various races—German, English, French, Chinese, Japanese, etc. The water service is owned and controlled by the English. Following to the letter the Downing street ukase, no German would be allowed to buy water for washing or drinking purposes. The electric lighting plant is owned by Germans; so an Englishman cannot buy electricity. A sick Englishman cannot call a German doctor. If a man wants to license his dog or automobile he may find difficulty, dependent on whether he is English or German, and a passenger on a street car may be ejected according as he may tender a German or English coin. The difficulties and inconveniences arising from this condition are inconceivable; and yet each side is trying to live up to the spirit of the law.

The Apollo of the cut glass trade (we don't dare give his name—he's so modest—but everyone will know to whom we refer) came home last week from a vacation during which he had his first experience at golf. He is equally averse to our mentioning the results, which he says were too harrowing for expression.

Dealers in foreign toys are getting a little anxious about conditions. Stocks in the hands of importers are not large, and unless the embargo is lifted before the holidays there is bound to be a shortage. The domestic manufacturers expect this and are working accordingly.

SCENE—a big department store. Time, 10 a.m. Half a dozen or more salesmen sit in a row waiting to see the buyer.

They are requested to hand in their cards. Message comes back that he will be up in ten minutes.

Half an hour passes. One of the salesmen asks boy at desk if buyer has come up yet. Receives negative reply.

Another half hour passes. Again boy is asked if buyer has come up. Same reply.

Salesman asks boy to telephone department and find out when buyer is coming. Boy says he is not allowed to do so, but salesman may go to the telephone pay station in the store and call the buyer up. The other salesmen think this a good idea, and half a dozen nickels are showered on the boy's desk, he to do the calling.

Boy returns with message from buyer: "Tell them I am not coming up."

One irate individual expresses his opinion of the system in the store, throws his card down on the desk and says: "If your house wants our goods, let your buyer come and see me. My time is just as valuable as his!" Stalks out, followed by the rest.

NO WAGE INCREASE ASKED BY POTTERS.

THE proposed two-year agreement between the National Brotherhood of Operative Potters and the United States Potters' Association was submitted Wednesday to the manufacturers. W. E. Wells, chairman of the Labor Committee of the Association, says that the proposals demand no wage increase, and that improvement of working conditions is the main contention.

The joint-wage conference will be held at the Hotel Chalfonte, Atlantic City, September 9-10-11. The Potters' Association committee will hold a preliminary meeting next Tuesday at the Potters' Club, East Liverpool.

THE WILKINSON CO. BANKRUPT.

THE Wilkinson Co., manufacturers of lamps and brass goods, filed a petition in voluntary bankruptcy last week. They have been in financial difficulty for a long time, owing, it is said, to the fact that they sold at too low a price. They were debtors to the Manhattan Brass Co. for a considerable amount, and the latter having secured a judgment against the concern were about to levy on the assets, but the filing of the petition put a stop to the proceedings.

AT CHICAGO.

CONDITIONS are slowly improving, and the State street stores are placing substantial orders for goods with the manufacturers' representatives. Collections are reported much better.

* *

E. H. Pitkin, of Pitkin & Brooks, in talking about the increases which have been made in the price of French china, said. "I do not think the advances will have any effect on domestic ware, although they may result in curtailing the sale of French china. There are many other grades of imported china which rank just as high, or higher, in the public favor, and there is no reason to suppose people will buy French china at any price. There is a limit."

* *

Charles Patterson, head buyer for the china and glassware department of Carson, Pirie, Scott & Co., has left on a trip to the Eastern markets.

* *

B. H. Palmer, general traveler for the United States Glass Co., is now in his territory, having left the city last week after spendinng some time at headquarters.

* *

Guy S. Kuder, crockery dealer, this city, was examined at a creditors' meeting last week with a view to learning what can be done to secure payment of the $2,800 he is said to owe. Kuder on the stand admitted that he had been operating on the open board of trade, but refused to promise that he would cease the practice. He claims assets about equal to his liabilities. The chances are that a petition in bankruptcy will be filed against him.

* *

Earl W. Newton, representative of the Imperial Glass Co. and the Economy Tumbler Co., is expected to return from a road trip in a few days. Accompanied by E. E. Ault, one of his salesmen, he attended the convention of the Manufacturers and Importers' Association at Toledo and also called on the trade in that section of the country.

* *

Increasing complaint is being heard among the glassware men to the effect that sanitary paper containers are crowding soda glassware out of the market. The season has been rather poor this year, not only on account of the weather, which has kept the glasses out of use to a large extent, but also because many fountains are falling for the new fad.

* *

Walter G. Minnemeyer has completed his arrangements for handling the line of lighting glassware just placed on the market by the Hocking Glass Co , and for the display of these samples has taken another room immediately opposite his present quarters in the Dickey Building.

* *

Henry Fox has placed the ware of the Mohawk Clay Products Co. in three of the large department stores along State street.

*

John Ling, head buyer for Mandel Brothers, now has his new housefurnishings department on the sixth floor in good order under the charge of Mr. McManus, who recently came here from St Louis The department is very large, and it is said will have little competition on State street.

A WELCOME INNOVATION.

NEW YORK, August 11.

Editor CROCKERY AND GLASS JOURNAL.

Was that not a practical and business-like innovation introduced by President Gleason at the luncheon of the Glass Association held recently at Atlantic City, where he announced his intention to call on each one present to either speak, sing a song, or tell a story? There is a too prevalent disposition on such occasions for many to feel that others will do all that is necessary, and they remain silent. This wise and new departure will create a "near" feeling, a comradeship, closer fellowship, and imbue each member with the feeling and desire to be a worker in the cause, to give their aid to advance the interests for which the Association was formed

Another change of importance was that of, in the future, holding meetings quarterly, In these days of business activity many changes take place too important to be subjected to the long period between meetings, as has been the rule in the past.

"Do something," and "do it now," are good business slogans these days. Yours truly,

A. H. PATTERSON,
Phoenix Glass Co.

THE METROPOLITAN MARKET

THE constant additions arriving at the local salesroom of the United States Glass Co. make it a place of interest to the buyer, no matter how frequently he goes there. In fact, it is impossible for a dealer to even get a vague idea of the extent of this concern's lines unless he does call frequently. The new blank line, with its original shapes and fine quality, continues to attract the glass cutters. New pieces are added to the assortment continually.

A line that is proving very popular with fall buyers at the establishment of L. Straus & Sons is a choice collection of Ruskin Pottery in a fine assortment of rich colorings, such as a combination red and gold, yellow and gold, purple and green, as well as a beautiful solid shade of heliotrope, in vases, bowls, rose jars, and any number of pieces for useful and ornamental purposes. The shapes are unique and in keeping with the art character of the ware.

George F. Bassett & Co. have a few close-outs in English dinnerware which they are offering at advantageous terms. The stock is well selected, and, unlike most close-outs, it is possible to make up complete sets from what they wish to dispose of. They also offer for sale at reduced prices their import samples of the Reinhold Schlegelmilch line, consisting of salads, berry dishes, comports, and all that go to make up a fancy short line. At this time, when German goods are so scarce, it is a rare opportnity to get desirable goods at less than regular prices.

Edward Boote is showing advance samples of both china and earthenware from Cauldon's, Ltd. There are some exceedingly pretty patterns in new treatments, and dealers will be more than gratified when they see them.

Meakin & Ridgway opened last week a lot of new samples of earthenware from J. & G. Meakin. There are a large number of patterns and some novel treatments of conventional designs, among them a black and white that is quite out of the ordinary. There are some very strong plain prints and an immense variety of decalcomania or transfer patterns. While it is claimed that there is no change in the body and glaze, these new goods certainly have the appearance of having been improved in that respect. It is one of the best lines the house ever turned out.

Herman C. Kupper has been the recipient of so many shipments from abroad recently that he can now fill orders promptly for any or all of his nine open stock dinnerware patterns. The season is coming when the high grade trade will want holiday goods, and Mr. Kupper offers the largest variety of Schierholz art ware that he has ever shown. The variety is too great to particularize, but there is a wonderful exhibit of baskets, comports, ornamental pieces and fancy articles suited to refined tastes. Visiting buyers, no matter what their stock may be, will find somethieg here to augment it,

The vibration of the elevated railway over the excavations made for the subway on West Broadway caused six shelves of cut glass in Alex. P. Doctor's office to fall to the floor. They were all smashed to pieces, and, unfortunately for Mr. Doctor, they were his new fall samples from the Camden Cut Glass Works.

The Imperial Glass Co.'s line of glassware is finding a ready sale for export. The business has shown a steady growth since the goods were first introduced in foreign countries some time ago, and Aleck Ferris, in charge of the export department for Cox & Lafferty, is constantly adding new names to his list of customers.

L. Bernardaud & Co., represented in this market by James J. Temple, have lately received a large quantity of goods, and are in a better position now to fill "hurry-up" orders for their eighteen open stock dinnerware patterns than they have ever been. In addition, the new samples of dinnerware are afloat and will be here in the very near future. From a view of the advance samples it can be said that these new goods

will excel in beauty of design and finish anything that the house has ever turned out.

NEED NOT DECLARE VALUE.

THE Interstate Commerce Commission this week announced that railroads cannot compel shippers to state the value of shipments. If the goods are hidden from view they require shippers to state the value, provided the carrier is not notified of their character. This applies to trunks and other baggage of the ordinary traveler. The law as first interpreted would have been a great hardship to commercial travelers, as it is difficult to determine the value of samples, and the excess charge is a matter of considerable moment.

STATUS OF THE DOMESTIC INDUSTRY.

IN "Statistics of the Pottery Industry of the United States," just issued by the Government, the compiler says: The total value of pottery products in 1914 was considerably more than twice as great as it was in 1898, and was greater than that of any year prior to 1912. The value of white ware in 1914 was more than double that of 1898, and was greater by $138,648 than that of 1912. The production of china increased in value more than twofold in 1914 compared with 1898, and its value in 1914 was $207,381 greater than in 1912.

Comparing the years 1913 and 1914, the figures show decreases as follows: number of active firms, 1913, 426; 1914, 412; stoneware, yellow and Rockingham, 1913, $3,683,567; 1914, $3,349,301; white ware, 1913, $15,066,811; 1914, $14,968,079; china, 1913, $2,424,060; 1914, $2,384,686.

Although the total pottery products of the United States decreased $2,594,214, or 6.83 per cent, in value in 1914 from 1913 and $1,106,003, or 3.03 per cent, from 1912, they increased $879,601, or 2.55 per cent, compared with 1911. Compared by five-year intervals, the increase in 1914 was as follows. Over 1909, $4,348,720, or 14.01 per cent; 1904, $10,239,891, or 40.70 per cent; 1899, $18,147,911, or 105.20 per cent. The average annual production for the last five years covered by the table was nearly twice as great as that for the first five years, or $19,645,876 and $35,639,588 respectively.

In 1914 only one variety—red earthenware—increased in value, the increase being $59,375, or 5.93 per cent, over 1913. Porcelain electrical supplies showed the largest decrease—$1,607,471, or 28.02 per cent—and china showed the smallest—$39,374, or 1.62 per cent.

The value of white ware, including china, but excluding sanitary ware and porcelain electrical supplies, was $17,352,765 in 1914, compared with $17,490,871 in 1913, a decrease of $138,106, or 0.79 per cent. In 1914, however, the value of these wares was greater by $346,029, or 2.03 per cent, than in 1912, and their value constituted 49.02 per cent of the value of all pottery wares in 1914, 46.04 per cent in 1913, and 46.59 per cent in 1912. If the value of sanitary ware and porcelain electrical supplies be added, the total for 1914 would be $29,357,304, or 82.93 per cent of all pottery products, a decrease of $2,086,146, or 6.63 per cent, from the corresponding value for 1913.

The number of States producing white ware was reported as 8, a decrease of 2; Kentucky and Massachusetts, which reported white ware for 1913, reported none for 1914. China was reported from 4 States—New Jersey, New York, Pennsylvania and West Virginia, the same as for 1913.

Stoneware, including yellow and Rockingham ware, was reported from 28 States in 1914, the same as in 1913. Ohio, in 1914, as for many years, was the leading State, reporting an output valued at $1,592,102, or 47.54 per cent of the total. This was a decrease of $57,084, or 3.46 per cent, from 1913. Illinois, as for some years, was second, showing a decrease of $140,787, or 22.56 per cent, in 1914. These two States reported 61.97 per cent of the total value of this variety of ware in 1914. The number of producers reporting stoneware, etc., continues to decrease, 146 reporting it for 1914, compared with 154 for 1913, 163 for 1912, and 175 for 1911.

The pottery products of greatest value were embraced under the heading "white ware," which represents the general household wares. Ohio has been the leading producer for many years, and reported for 1914 white ware valued at $10,227,806, a decrease of $320,822, or 3.04 per cent. Ohio's production in 1914 was 68.33 per cent of the value of the entire output, compared with 70.01 per cent in 1913 and 67.23 per cent in 1912. West Virginia was second, as for several years, and reported white ware valued at $2,577,766, an increase of $553,662, or 27.35 per cent. New Jersey was third, regaining that position and displacing Pennsylvania, which was fourth. New Jersey's production decreased $107,079, or 12.83 per cent, from 1913. White ware constituted 42.29 per cent of all pottery products in 1914, 39.66 per cent in 1913, and 40.62 per cent in 1912. The number of producers reporting white ware in 1914 was 50, a decrease of 5 from 1913 and of 13 from 1912.

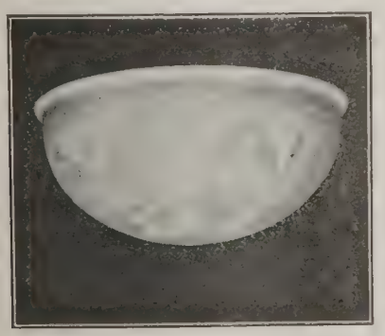
New Jersey was the leading china-producing State in 1914, as for many years, and reported china valued at $1,076,043, a decrease in 1914 of $163,410, or 13.18 per cent, from 1913. The production of New Jersey constituted 45.12 per cent of the entire production in 1914. New York was second, Pennsylvania third, and West Virginia fourth. New York's production of china increased in 1914, $21,282, or 2.79 per cent over 1913. The production of china is still comparatively unimportant in the United States, constituting but 6.74 per cent of the pottery products of the country in 1914. The number of operators reporting china in 1914 was 13, a decrease of 1 from 1913.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

SOME of the lamp men were gratified this week by receiving fair orders. There was nothing big, but in contrast with the dullness that has prevailed for so long the fact that buyers were ordering was pleasant and gave encouragement for the future.

The buyer who has not already done so should lose no time in getting acquainted with the line of popular-priced electric and gas portables made by the Imperial Art Glass and Lamp Works. This concern has established an enviable reputation for this class of goods, due to the satisfaction the line invariably gives both dealer and consumer. Every design is originated by the concern, thus insuring the buyer getting something different from the ordinary. Overlaid patterns, including some exceedingly good Persian effects, are prominent in the display.



AT OSCAR O. FRIEDLAENDER'S.

S. W. Farber imported lamp and candle shades. Appraiser Sague reported that the goods were composed of cotton, appliqued or embroidered, and in part of trimmings. The Collector returned the shades at 60 per cent as "articles made in whole or in part of flutings, braids or trimmings." The protestant asserted that the goods should be admitted at 30 per cent as manufactures of cotton. After an inspection of the samples the board held that the proper rate had been taken by the Collector.

The lamp shade business of Wm. R. Noe & Sons has shown such a steady growth that they are compelled to work overtime to keep up with the constant flow of orders. The department is in charge of a designer of exceptional ability, with the resnlt that the concern is turning out an assortment of styles quite out of the ordinary.

C. B. Richard & Co. imported alabaster bowls used for lighting purposes and intended to be suspended from the ceiling. They were asseseed at the rate of 45 per cent as manufactures of alabaster. Entry at 15 per cent as "sculptures" was claimed. The bowls were carved on the under side, some of them in low relief and some with merely tracings or etchings of figures. Judge Waite said the evidence was not sufficient to overcome the presumption in favor of the Collector's classification. The Collector was affirmed.

Too much praise cannot be bestowed upon the new line of lamps brought out by the Pairpoint Corporation. The decorated glass shades adorning the handsome brass and silver trimmed mahogany bases are very artistic. Particularly noticeable are a sunset and a moonlight effect. In these the artist has achieved real pictures. Another deserving special mention shows chestnut burrs and leaves against a background done in a warmth of coloring suggestive of an autumn sunset.

H. F. Weber, New York representative of the Pittsburgh Lamp, Brass and Glass Co., was swamped last week with an avalanche of new goods from the factory at Pittsburgh—dishes, bowls and acorn-shaped globes for indirect lighting; etched, cut and engraved and blown globes for gas and electricity; new lamps and shades—in short, a wealth of new goods, and all at prices which Weber says "defy competition."

New importations in lamp shades have added interest to the lamp department of Mogi, Momonoi & Co. One of them is very clever. Over a scene painted on heavy paper is a sheer silk gauze placed a quarter of an inch away, giving a charming hazy effect of distance. The line of silk shades with hand-painted designs is very attractive.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 19, 1915.

THE advance on French china was well received by the trade. In fact, that it was not larger caused some surprise. It is not impossible that another raise will be made in the near future. Raw materials, to say nothing of coal, have gone up much more than ten per cent, and with so many men at the front wages will necessarily go still higher.

GET OUT AND SEE FOR YOURSELF!

IT is a pity that the heads of both manufacturing and wholesaling establishments do not do more traveling and visit their customers. It is a poor store that will not give them some new idea. Men get into grooves if they stay at home all the time. Their minds will broaden wonderfully if they will only get out and see other stores than their own.

Few New York importers know the insides of the stores in their own city, and fewer still ever get out into the country. It would do the buyers for the retail stores, too, a lot of good to visit other cities. The New York man gets the idea that because he is a New Yorker he knows it all. And that is where he fools himself. There are better displays of crockery and glass outside of New York than there are in it.

Manufacturers who do not make a tour of the country do not know what they miss. It is not enough that they get to New York once or twice a year. The chances are that when one does he spends not more than two or three days in the big burg, and half that time is in conference with his representative. A week devoted to visiting the shops would be time well spent. Besides, in some small towns there are handsome, well-appointed stores that it will pay anyone to visit. There is one in a town in Eastern Pennsylvania with a population of 125,000 that shows as fine a stock as can be seen in New York, Chicago or Philadelphia. How many manufacturers or importers have ever seen it? There is a store in Pittsburgh and another in Cleveland that are usually six months in advance of all others with new goods, and carry specialties never seen elsewhere. Salesmen who call may, while waiting, get a glimpse of such things, but it is their business to sell goods, and not suggest innovations to their employers. The heads of establishments would do well to ponder this subject for awhile.

PERSONAL.

THE strenuous life is the thing these days, and while golfing is a most engrossing sport, tennis is a close second. Walter S. Wessels, with J. H. Venon, has recently taken up the latter, and with his reach of arm and length of nether limb ought to make an ideal player. To insure a perfect game he is asking questions of every tennis player he knows, and it is said that he has engaged experts to go down to Freeport L, I., where he is staying at present, to coach him. It would surprise no one if in another year he is entered for the national tournament. If energy and ambition count he ought to come out pretty nearly the top in any series he may enter.

⚜

In conversation with a prominent importer last week, F. D. Van Arsdale, who is here buying art goods, china, lamps and pictures for L. S. Ayres & Co., Indianapolis, wagered a set of automobile tires that he could make the trip between New York and Reading, Pa., in his car in two hours. As the distance is about ninety miles, it looks as if he stood a good chance to lose his tires.

⚜

Sunburned and tanned, and showing no signs of his recent illness, Norman C. Walker came back last week from his vacation at Pleasant Lake, Maine. He was in the depths of the woods, and except for an excess of rain his vacation was exceedingly pleasant.

⚜

Harry T. Church has been appointed resident agent at Miami, Fla., for L. Barth & Sons, dealers in hotel supplies, New York. Mr. Church will make his headquarters at the Plaza Hotel in that town.

⚜

David Littlejohn, with Geo. F. Bassett & Co., does not often see his name in print. His occupation takes him through the retail districts of this city and Brook-

lyn, where life is just one thing after another, and he simply plugs along, attending to business fifty weeks in the year. The other two weeks he "vacates"; and so last Saturday, accompanied by his charming wife, he left for Sullivan County. When asked what would be the principal recreation during the holiday, Mrs. Littlejohn, with a merry twinkle in her pretty eyes, pointed to a fishing pole. Knowing "Davy" pretty well, it is safe to say that, no matter what his experiences, there will be no "fish stories" from him when he gets back.

⚜

Wm. Kinghorn, who presides with dignity and efficiency over the cash box at the New York store of Edward Miller & Co., is strongly affected by the tennis craze. He is husky, and plays a strong game. His vacation began last week, and there was some wonder why he stayed at his home in New Jersey, but the reason came out this week when it was learned that he had sent his family to Amherst, Mass., and would follow them next week. There is to be tennis there, and he has been practising for it.

⚜

Alfred Colly, representing Johnson Bros., Hanley, England, who is making his first visit to the United States, happened to land during a hot spell and when for the first time in years we have had a plague of mosquitoes; so he is saying things about them. While impressed by the magnitude of our buildings, his artist's eye cannot find much to commend in the general architecture of the city. Mr. Colly is a very pleasant gentleman and will make friends here. He went to Boston this week and will go to Canada, working his way to Seattle and Portland. He would like to go to San Francisco, but will be unable to do so for lack of time.

⚜

F. W. Bennigsen, with Herman C. Kupper, has been taking on weight; so when he went on his vacation at Sussex, in northern New Jersey, he started in to walk to reduce his girth. The boys in the store are sceptical about his having accomplished his object, and —well, you know how it is when the boys start anything.

⚜

On his trip to New York this week, Louis Reizenstein, of Pittsburgh, varied the usual procedure by stopping off at Trenton to spend Sunday with D. W. Scammell. A trip to Asbury Park, Long Branch and other resorts on the north shore followed, and he reached this city on Wednesday. He left for home Thursday night.

⚜

Guy Hawthorne and Miss Anderson, buying for the Jordan-Marsh Co , Boston, were visiting downtown importers Wednesday.

⚜

John Nixon, New York manager for the Fostoria Glass Co., left on Wednesday night for Canada to visit friends. As Will Otten is still incapacitated, as the result of a surgical operation, Mrs. Cotter, who as Miss McGowan is well known to the trade, will preside over the establishment for two weeks.

⚜

William C. Lynch, who is showing the Taylor, Smith & Taylor lines at the Imperial Hotel, came downtown one day this week wearing a patch over his left eye. Inquiries as to how the other fellow looked and all the other regular gibes were showered on him, as a matter of course. The simple fact is that his eye has become inflamed as the result of a strain. The eye is coming along well and will soon be normal. Meanwhile the trouble does not prevent him from taking orders.

⚜

Frank H. Vaughn, Eastern sales manager for the Brush-McCoy Pottery Co., has been visiting the factory at Zanesville. There was a Masonic parade there on Sunday, and as he does not get exercise enough tramping all over New England, he walked with the local lodge.

⚜

H. E. Warncke will sail for Europe on the steamer New York, leaving Saturday, to place orders for the new concern of Creange & Walter, Inc. His stay is indefinite.

⚜

Miss M. Ward, who buys china for the Daniels & Fisher Stores Co., Denver, Col., met with an accident which, while slight, confined her to her room here for two days last week. She was about to cross the street when a gust of wind blew a sheet of paper in front of her eyes, blinding her for the moment. She lost her balance and in recovering it sprained her ankle. She is very popular among the salesmen, and they were much concerned to hear of her trouble. She leaves for home the last of the week.

A NEW DEPARTURE.

"CREANGE & WALTER, Inc., has been incorporated at Albany, N. Y., to manufacture all kinds of artistic objects for use or ornament, wearing apparel, household goods, supplies, furnishings, etc ; capital $100,000. Incorporators: H. Creange, H. E. Warncke and E. E. Huber, 200 Fifth avenue, New York City. G. E. Walter will be president, E. E. Huber vice-president, and H. E. Warncke general manager."

This apparently simple notice means the establishment in New York of a business the like of which cannot be found elsewhere, here or abroad. The concern will take a house with bare walls and ceilings, decorate and furnish it in any period or design, supplying fresco painting, wall papers or tapestries, furniture, mirrors, pictures and other objets d'art—in short, everything that goes to fit up a high-grade home—and all in genuine antiques or reproductions of antiques, the latter to be made here in New York. The crockery and glass will be specially designed to correspond, and will of course be different from wares to be found in stores.

Henry Creange, who for a long time has represented Ginori, the noted Italian potter, has a thorough knowledge of the requirements of the public in this direction, as well as the sources of supply.

Mr. Walter is the well-known interior decorator who has carried to successful conclusion many of the artistic ideas of the late Stanford White. He is a genius in this particular line, and has a large plant for reproducing furniture, picture frames, embossed leather, paintings, tapestries, etc.

H. E. Warncke, formerly buyer for Higgins & Seiter, will have general management of the store, and E. E. Huber, who made a wonderful reputation as a salesman with that firm, will have charge of the sales department.

They have taken a store at 15-17 East Fortieth street, in the building occupied by the Anderson Art Co., where they will show, among other things, samples of reproductions of antique stamped leather for furniture and wall decorations that are very beautiful; also some hand-carved work that will defy an expert to tell from the genuine antique.

They are remarkably well equipped for this reproduction business, and as the idea is novel they will undoubtedly make a great success, particularly as Messrs. Creange and Walter already have an established clientele.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

R H Schnepf, hf, c, Columbus D G Co, Columbus, O. Breslin.

G C Gillan, hf, Adoue, Blaine Hdwe Co, Houston, Tex. Grand.

H Henderson, hf, t, Newman Merc Co, Joplin, Mo. 470 Fourth ave.

J J Delaney, t, Cohen Bros, Jacksonville. 225 Fifth ave.

E Reese, hf, t, Reese Bazaar, Wilkes-Barre. Herald sq.

L W Long, hf, J Long's Sons, Wilkes-Barre. 315 Fourth ave.

C H Wessel, hf, c, B Nugent & Bro, St Louis. 470 Fourth ave.

Miss E Pennington, t, Pennington D G Co, Columbia, S C. B'way Central.

J Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.

J R Irwin, c g, l, Emery, Bird & Thayer D G Co, Kansas City. 25 Madison ave.

A P Lyons, hf, Stix, Baer & Fuller D G Co, St Louis. 71 West 23d.

R G Laughlin, c, g, McCreery & Co, Pittsburgh. 23 East 26th.

R Krauss, hf, L Dimond & Sons, Providence. Prince George.

R B Leonard, hf, t, W C Leonard & Co, Saranac Lake. 320 Church.

W Paton, t, Boston Store, Chicago. 44 East 23d.

A J Boisert, hf, Davidson Bros Co, Sioux City. 1261 B'way.

Miss B C Chase, hf, Willson-Chase Co, Petersburg. McAlpin.

F J Knodler, hf, Root D G Co, Terre Haute. 23 East 26th.

J W Moorehouse, hf, c, and E D Stauffer, t, May Co, Cleveland. 37 West 26th.

L G Wesseleman, hf, Bailey Co, Cleveland. 71 West 23d.

E H Wolff, t, c, Hillman's Chicago. 116 West 32d.

E D Garrison, hf, c, s, g, Sanger Bros, Dallas. 19 East 24th.

F Hirsch, t, D Loveman, Berger & Teitlebaum, Nashville. 148 West 23d.

O W Clayton, hf, c, t, Castner-Knott D G Co, Nashville. 23 East 26th.

H E Kline, hf, c, Watt & Shand, Lancaster, Pa. 432 Fourth ave.

G W Starkweather, c, g, L S Donaldson Co, Minneapolis. 2 Walker.

C W Neyhard, hf, c, Miller, Rhoads & Swartz, Norfolk. 1270 B'way.

T M Walsh, hf, Geo MacBain Co, Roanoke. 432 Fourth ave.

Mr Flanagan, hf, c, M O'Neil & Co, Akron. 37 West 26th.

Mr Woods, hf, Porteous & Mitchell Co, Norwich. 432 Fourth ave.

S J Natkin, c, g, The Fair, Chicago. 225 Fourth ave.

H T Siemon, hf, Herpolsheimer Co, Grand Rapids. 1170 B'way.

P G Rinkin, c, and W Fergus, hf, Boston Store, Chicago. 44 East 23d.

J A Donovan, hf, c, Robertson, Sutherland Co, Lawrence, Mass. 432 Fourth ave.

H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.

I E Fronani, c, g, Woodward & Lothrop, Washington. 334 Fourth ave.

G Burns, hf, c, Stone & Thomas, Wheeling. 320 Church.

J D Haines, hf, c, J B White & Co, Augusta. 23 East 26th.

W B Breen, t, G M McKelvey Co, Youngstown. 1270 B'way.

GREENHUT ASSETS BRING $1,767,500.

ALL the assets of the J. B. Greenhut Co., which went into the hands of receivers last April, were sold Tuesday for $1,767,500. With the exception of the store on the west side of Sixth avenue, the old Greenhut store, all the properties were bought by Perry D. Bogue, assistant secretary of the Bankers Trust Co., acting through the Greenhut bondholders' committee, for the company which will reorganize the business and continue to operate it in the store on the east side of Sixth avenue, the Seigel-Cooper store.

The sale must be confirmed by order of the court on the application of the trustees in bankruptcy, Walter C. Noyes, William A. Marble and Alfred A. Cook.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

As noted in another column, the manufacturers affiliated with the United States Potters' Association have the demands of the workers in hand. The various local unions, which have been taking a referendum vote on the resolutions passed at the workers' convention, closed their ballots last Saturday, and the result was placed before the Labor Committee of the Association on Wednesday.

* *

One pottery here is filling a rather unusual order, handling over 5,000 dinner sets, all of which are being shipped out by express. Clerks of the express company are working in the packing room of the pottery, and the packages are routed at the plant, loaded into an express car, and sent to the various distributing points. It is said to be the first time that express clerks have handled packages direct from a pottery plant.

* *

Among the buyers visiting the district during the past few days were Carl Putterman, New York; Morris Keller, New York, Mr. Levy, of the Levy Bros. China Co., Brooklyn, N. Y.; Mr. Dove, with the C. B. Adams Co., Washington, D. C.; Mr. Henderson, Joplin, Mo.; Mr. Dickson, of the Dickson Tea and China Co., Chanute, Kansas.

* *

A special that gives promise of having a very good run this coming fall season is a bedroom set consisting of a jug, tray and one glass tumbler. The Thompson Pottery Co. is offering a varied lot of decorations on it.

* *

Contrary to expectations, borders will continue to have just as strong demand during the coming season. Some were of the opinion that sprays would go a little better. While some very pretty designs are shown in sprays, the new borders seem to have the call.

*

A well-known buyer of domestic pottery recently placed a salesman for a local plant an order for 100 dinner sets, and the order was duly confirmed. A little later along came a salesman for another pottery and offered sets for seven cents less, and the first order was promptly cancelled. The correspondence that followed between the first salesman and buyer is reported to have been decidedly interesting.

* *

Supply dealers report a decided improvement in the demand for materials during the past month—an indication that the potteries are taking care of more business than formerly.

* *

Covered jugs continue to be in demand, and the lines offered by the E. M. Knowles salesmen are very popular. Several new treatments are being shown on this line.

* *

L. Schoenthal, buyer of glass and china for the Gimbel stores in New York and Philadelphia, was in this district following a visit to the Pittsburgh glass factories.

* *

In the first catalogue issued by the T. A. McNicol Pottery Co. and sent to the trade this week the list is worked out in American costs, no reference being made to the sterling list.

* *

A number of department store buyers are making inquiry in this market for special dinner set propositions to boost sales in the china department. One Eastern buyer who was here about a month ago ordered 500 dinner sets, done in a neat border pattern, and the first day these were placed on sale his department did over $2,000 worth of business.

*

The Summit China Co., of Akron, O., has plans prepared for the erection of several new kilns to take the place of those now in use. This plant is controlled by Cleveland interests, which announce that a new line of dinnerware made from a new body will be placed on the market ere the end of the year.

* *

Wholesale drug houses have placed liberal business for small plates and footed sundaes with one local pottery. These items have hitherto been almost invariably of glass.

* *

Vitreous china dinnerware made by the Mayer China Co., Beaver Falls, Pa., and possessing a coin gold treatment, is proving one of the most popular

china features of the season. The formula for the body is chemically correct, and the ware is holding its place in the front rank of American china.

Frank A. Leonard returned a few days ago from an Eastern trip for the Thompson Pottery Co., and then started out for the Western territory. The "Glenwood" and "Eureka" shapes of dinnerware are having a heavy demand Three new decorations were added to the line last week.

Sebring, O.

"Ye Colonial" dinnerware pattern of the Sebring Pottery Co. is having a decided run among the jobbing and department store buyers The shape is quite different from any other Colonial pattern yet created, and is being shown in a variety of treatments conceived to create business. One of the features of this set is a teapot. It is said to be the only dinner service having such an item listed in the regular composition. The shape is to be had in open stock if desired.

BRYCE BROS. CO. IN NEW QUARTERS.

THE new salesrooms of the Bryce Bros. Co. at 240 Fifth avenue will take rank with the finest in this city. The location, between Twenty-seventh and Twenty-eighth streets, is to be commended from every point of view. It is on one of the main thoroughfares, within two blocks of the subway and "L" stations, and in the centre of the hotel district. The building was once a residence of historic old New York, and the simple decorative lines of the Colonial period have been followed throughout in the showroom, it being Mr. Dithridge's idea to leave undisturbed this charming style of architecture. The fixtures were designed with this idea in mind, and are an adaptation of the simple lines of the Adam Brothers.

The color scheme has been given careful attention, on account of the well-known tendency of crystal for borrowing color from its surroundings. The fixtures and the large doorways and windows, with their graceful, sweeping arches, are in ebony finish. The wall fixtures are also of this same finish and occupy the lower half of the wall with a background of alternate mirror and black leather. Below these, extending around the entire room, is a counter shelf relieved at intervals by console tables, wall cases and interesting little cupboards with Colonial glass doors, all supported by the graceful, tapering legs of the period mentioned above. The walls are a delicate Italian gray, harmonizing perfectly with an ornate Colonial frieze of old ivory and gray.

The rear room, with its two large arched windows in leaded glass and long upholstered window seats, the handsomely-carved mantel of pink marble with its open fireplace, is truly reminiscent of Colonial days.

Much thought has also been given to the light arrangements, and Mr. Dithridge has decided upo simple drop fixture, the prominent feature of which the long crystal pendants characteristic of every Col ial lighting fixtnre.

While a beautiful and distinctive showroom been produced, the fact has never been lost sight that it is a commercial enterprise and its mission is display the immense lines of blown stemware and tu blers made by the Bryce Bros. Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week en August 17, 1915.

BORDEAUX

4	packages	chinaware.....Haviland &
2	"	" .....A G Pritchard &
50	"	" .....Theodore Haviland &

VALENCIA

1	package	earthenware.....E Kar

CADIZ

24	packages	earthenware..... J L

LIVERPOOL

7	packages	earthenware.....Downing's Foreign Ex
8	"	" .....H C Edm
9	"	" .....G F Bassett
23	"	" .....Maddock & M
61	"	" .....J D Johnson
3	"	" .....Lazarus & Rose
11	"	" .....L A Consill
7	"	" .....Davis Collamore
2	"	" .....Unkart, Aravis
28	"	" .....W S Pitt
7	"	" .....Butler
15	"	" .....L Straus &
1	"	glassware.....G Collamore
6	"	" .....W H Plummer
2	"	chinaware.....T S Todd
27	"	" .....Meakin & Ric
15	"	toys.....American Expr

ROTTERDAM

44	packages	chinaware.....Miscellaneous (de
16	"	" .....Butle
25	"	" .....Geo Borgfeldt
45	"	toys.....B Shackman

CHRISTIANSAND

52	packages	glassware.....J H
1	"	" .....H

LONDON

14	packages	earthenware.....Miscellaneous (de

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

13	packages	earthenware .....Jones, McDuffee & Strat
36	"	" .....R F Downing &
8	"	" .....Mitchell, Woodb
8	"	" .....Guaranty Tr
7	"	" ..New York Produce Exchang
7	"	" .....E
7	"	" .....Miscellane us

FAR EAST

15	packages	earthenware..... Jones, McDuffee & Strat

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Portable manufacturers in this territory have brought out a number of new features for the fall trade which are starting to sell in a favorable manner New designs in standards have been created, and one new portable possesses a metal fine or shade, all in one piece, beneath the lower rim of which art glass is affixed. The general demand for portables, both gas and electric, is expected to be strong this season, and some good advance business has already been placed.

On account of a rush of business the Diamond Glass Co., Indiana, Pa., was compelled to operate during a part of the closed July season, when practically all glass factories were idle for from two to four weeks. This concern is making a special feature this season of light cut glass and decorated water and lemonade sets to take the place of some of the imported lines.

W. L. Gaston, for many years associated with the sales department of the McKee Glass Co., has severed his connection with that concern, and is now affiliated with the Cambridge (O.) Glass Co., for which he will cover his usual territory. He spent a few days in the local district late last week.

Dohrman J. Sinclair, for some years the head of the Jefferson Glass Co. when that plant was located at Steubenville, O., who was killed by a train Aug. 6, left a fortune estimated at $1,250,000. Life insurance to the value of $723,000 was carried by him, in addition to $57,000 accident policies.

A number of people interested in the glass business in this district who were affected by the closing of the German National Bank of this city will come out "O. K." About $5,000,000 which has been tied up in this institution has been automatically released because of a court order authorizing the sale of real and personal property of the bank.

The George H. Bowman Co., Cleveland, is operating successfully a cut glass factory in that city, blanks being procured from the Pittsburgh district. Floral cuttings are being featured on dishes, handled baskets, sweet pea vases, and the like.

With hardly a moment's notice a number of buyers have been relieved from service in the McCreery store here. It is said that they were notified at noon on Saturday that they would be succeeded by others on the following Monday. G. MacLaughlin, who was in charge of the china and glass department, has been succeeded by Peter Fitzsimmons, formerly with O'Neil & Adams and the Simpson, Crawford Co., New York. Mr. MacLaughlin has left for the East. It is reported that several other New Yorkers will become associated with this store ere long.

Some Western and Southern wholesale grocery houses have placed liberal specifications for lamp chimneys during the past few weeds. It is the season of the year when the trade starts to anticipate its fall and winter requirements.

The demand for the sanitary sugar shaker of the Schoenheit & Pease Co., of this city, continues strong. The cut glass and silver-mounted bowl, for particular users, is selling well.

A new line of lighting glassware, the first pieces of which have just been finished, is soon to be placed on the market by the Tarentum Glass Co. The designs are orginal and highly distinctive.

The local offices of the Kinney & Levan Co. have secured the lighting contract for the new Citizens' Hospital at New Kensington, Pa. The Delica white glass of the Pittsburgh Lamp, Brass and Glass Co. will be employed.

Report here has it that another Ohio glass factory is to enter the lighting glassware business. Molds are now being made for this plant, and the first ware is expected to be on the market within a few weeks.

Glass cutters from the United States Glass Co. are working in the china and glass department of the Kaufmann store here, cutting heavy blanks and light ware.

This is one of the features of the "Made in Pittsburgh" exposition being run by the store.

L. Schoenthal, buyer for the Gimbel Bros.' stores, New York and Philadelphia, was in the district buying for immediate delivery a few days ago.

The demand for light cut glass is said to be good, the entire general line having a very satisfactory movement. Some of the factories report a heavy volume of business on file for both immediate and future delivery.

The demand for seasonable glassware is pronounced good, and such lines as table tumblers, lemouade and water sets have been especially strong with some factories.

Forty-eight chimney shops have been put in operation at the factory of Gill Bros., Toronto, O. With four paste mold and six lantern globe shops the plant now provides employment for about 300 operatives. Indications are that the present fire will be one of the best in the history of the concern.

A part of the Bellaire Bottle Works has resumed operations after being idle for two weeks. During the shutdown a number of repairs were made and several new automatic machines installed. The remainder of the plant will resume operations in a fortnight.

BOSTON BUSINESS NOTES.

WHILE business in the city is fairly good, some of the local houses report that the best results are shown by the road men at just this time. A number of buyers from nearby cities and towns have been looking over the holiday displays, and some are making purchases already, but the trade doesn't look for the rush until a month hence.

Word was received here on Monday that the American Fireworks Co., Randolph, Mass., will begin the manufacture of dolls. The war has prevented to a considerable extent the importation of dolls from Germany, and the company thinks it can use its plant advantageously along these lines.

The employees of the Houghton & Dutton Co. and families to the number of 2,000 were entertained by the officials of the concern on Saturday last. Before embarking on three special trains there was a parade through Tremont street.

Amended schedules in bankruptcy of L. Dimond & Sons, Inc., Boston and Providence, show an increase in liabilities of $22,899. An offer before a judgment of bankruptcy has been filed, and the creditors will have their first meeting to assent or reject before Referee Olmstead on August 27. By the proposed settleme the unsecured creditors are given an opportunity of b coming stockholders in the new corporation as part the consideration for accepting the terms.

M. S. Wallace, representing the United Stat Glass Co., has returned from a ten days' trip to Pitt burgh, where he visited a factory of the company.

E. J. Tucker, traveling for Chase & Francis, making the rounds of his customers in Maine.

J. W. Chaput, formerly connected with Porteou Mitchell & Braun, Portland, has associated himself wi James Levi & Co., Dubuque, Iowa, as buyer. M

Continued on page 24.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for t first and fifty cents for each following insertion for each h inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By an English importing house, an experienc china and earthenware salesman for the South. One w has good connections, particularly in Texas, desired. Commu cations confidential. Address Box A 956, this office.

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FOR THE WIDE-AWAKE BUYER.



Our new designs are bt than ever.

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205 West 19th St., New Yo.

Boston—41 Pearl St.
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ESTABLISHED 1873.

Brass and Rubber Covered

EASELS, PLACQUE HANGERS, Et

Our new catalogue will be sent on request.

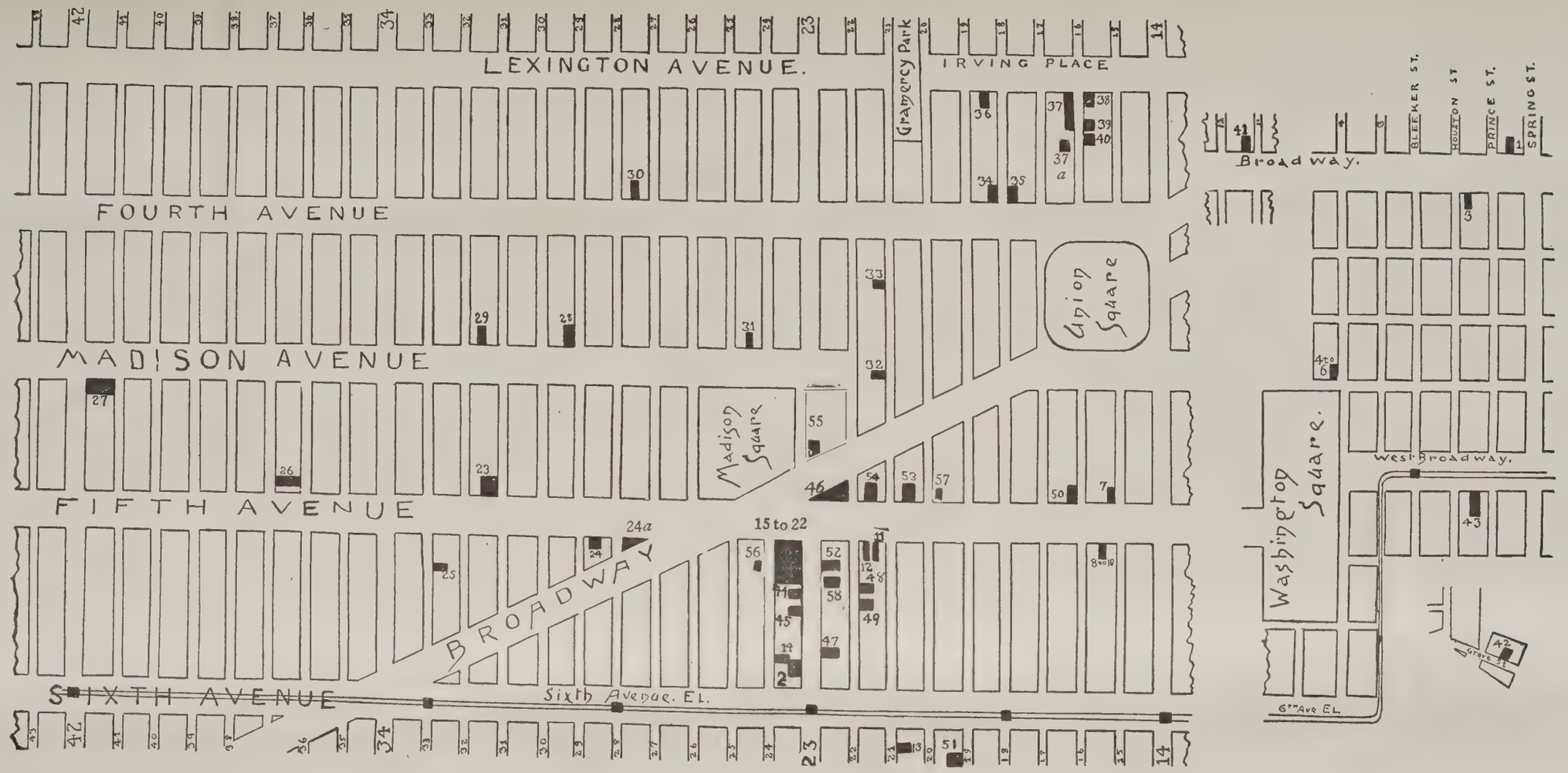


ABELS & CO.

Manufacturers,

460 West Broadway, New York.

Locations of Firms in the Uptown District.



1 Morimura Bros., 546 Broadway
3 Tajimi Co., 597 Broadway
4 A Gredelue, 43 West 4th
7 B. Tomby, 73 Fifth Avenue.
8 J H Venon 104 Fifth ave
9 W S Pitcairn, 104 Fifth ave

15 to 22 Theo Haviland & Co., Fifth Ave Bldg
Horace C. Gray Co., Fifth Ave. Bldg
Bradley & Hubbard, Fifth Ave Bldg
H C Fry Glass Co., Fifth Ave Bldg
24a Phoenix Glass Co., 230 Fifth ave
26 Haviland & Co., 11 East 36th
27 Plume & Atwood, 42d and Mad ave

28 Haviland & Abbot, 95 Madison ave
Gillinder & Sons, 19 Madison ave
31 H. Northwood Co., 19 Madison ave
O. D. Dela Croix, 19 Madison ave
36 F. Bing & Co., 67-9 Irving place
37a Mogi, Momonoi & Co., 105 E 16th

43 Abels & Co., 460 West Broadway
44 Pittsburgh Lamp, Brass & Glass Co., 35-37 West 23d
E Boote, 35 W 23d
E Torlotting, 35 W 23d
45 Pairpoint Corporation, 43-47 W 23d
Wm Guerin & Co, 43-47 W 23d

50 Fondeville & Van Iderstine, 85 Fifth av
Paul A. Straub & Co., 85 Fifth av
54 L. D. Bloch & Co., 153 Fifth ave
57 Roseville Pottery, 133 F fth ave
K. L. Wedgwood, 133 Fifth ave
58 Guernseyware, 16 West 23d St

Continued from page 22

Chaput has a great many friends in the crockery and glass business, especially in New England, where he is very well known.

C. Clark, representing the Howland Dry Goods Co., was in town this week.

J. Donovan was looking around for holiday articles for the Robertson & Sutherland Co., Lawrence.

Miss Adeline Chambers, assistant to George K. Marshall, representing the Fostoria Glass Co., has returned from her vacation at Lake Winnepesaukee. She was much disappointed in her week off because just where she happened to be located there were none of the opposite sex, thereby making the place somewhat of an Adamless Eden.

Will Cummings was here buying for the David Harvey Co., Pawtucket.

H. F. Hunt, of the H. P. & H. F. Hunt Co., is spending week-ends with his family at Falmouth, on Cape Cod, and says this is the way he will have to take his vacation this year.

Forty-three organizations with headquarters in various parts of the country have replied favoraly to invitations sent out by the Boston Chamber of Commerce requesting them to hold their conventions in Boston. If the present intentions of these organizations hold good, Boston will have the largest number of conventions in the next few years in its history.

Charles Kaiser is here in the interest of Morimura Bros. and will be at the Boston office for the next three weeks at least with the largest line of dinnerware and fancy china the firm has yet put on display here.

E. F. Bode, in charge of Butler Bros.' new Boston office, says that business is increasing to such an extent that he will have to increase his sales force.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

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'Phone, Barclay 6639.

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Fine Table Glassware,

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HONESDALE, PENN.,

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Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

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Ahrenfeldt French China. Schierholz Art Ware

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54 MURRAY STREET.

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Pressed and blown glassware.

71-73 MURRAY STREET.

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14 BARCLAY STREET.

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43 MURRAY STREET.

Are you among those enrolled in our Directory ?

If a buyer fails to fina your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

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The Sterling Glass Co., Rich Cut and Engraved Glassware.
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No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

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tin China, Limoges. Gustafsberg China, Sweden.
utheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

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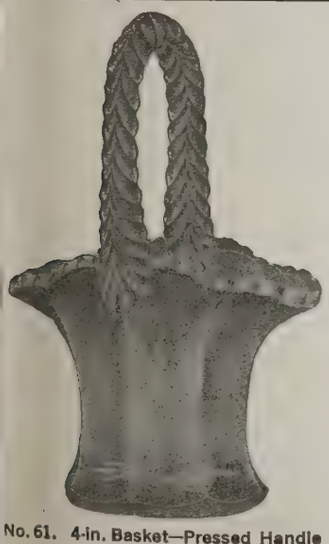
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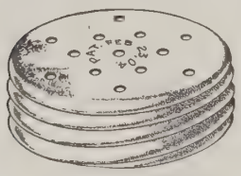
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CROCKERY AND GLASS Journal

Vol. 82. No. 9

Aug. 26, 1915

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Celebrated Ahrenfeldt China

and

Schierholz Art China

a line of DECORATED GLASSWARE produced in this country and called

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This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

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QUALITY QUALITY

Wine Sets. Whiskey Se
Liquor Sets.

SOLD WITH OR WITHOUT GLASS TRAYS.

Attractive shapes with distinct de-
orations in gold, rose and g
and enamel and gold.

We shall be pleased to furnish illu-
trations and prices upon requet

United States Glass C

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Bryce Brothers Company

HAVE MOVED THEIR NEW YORK SHOWROOMS

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Ask to see our

NEW MOSS GREEN.

It's a winner. Not expensive.

— THE —

Brush-McCoy Pottery Co.,

ZANESVILLE, OHIO.

New York, Cox & Lafferty, 25 Park Place.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
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MAYER CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c.&c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

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THE MAYER CHINA Co.

BEAVER FALLS, PENNA

HAVILAND & ABBOT
COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the
"G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

A LINE OF "LIVE ONES"
FOR THE WIDE-AWAKE BUYER.



Our new designs are better than ever.

Imperial Art Glass and Lamp Works,

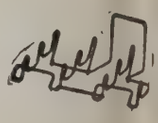
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EASELS, PLACQUE HANGERS, Et.

Our new catalogue will be sent on request.



ABELS & CO.
Manufacturers,
460 West Broadway, New York.



THE VAN GLECKLAND PORTABLE GAS LAMP

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic r design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is e- clusive. It yields a good profit n the lamp sale and establishes a co- tinuous profit on the sale of carbide.

Write us for detailed descriptio; also our comprehensive sales plan.

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Glassware.
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT
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GUERIN & CO.,

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of Limoges, France,

Trade Mark 

Wm. Guerin & Co. **J. Pouyat & Co.**

Extend a cordial invitation TO ALL to visit their new showrooms at

43 to 47 West Twenty-third St.,

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Portable. No. 849.

ROYAL ART GLASS CO.

243 Canal Street, New York.

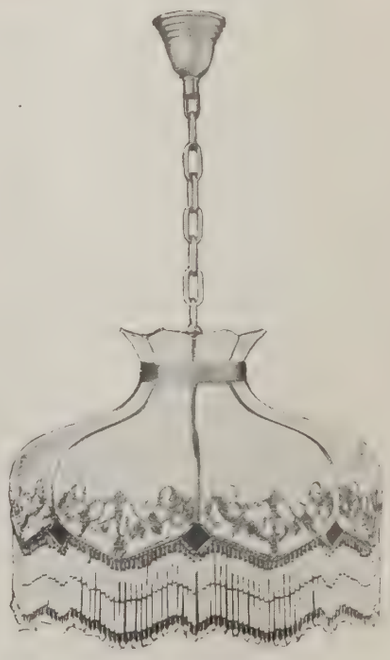
A VISIT and inspection of our lines of gas and electric portables, domes and semi-indirect fixtures for the season will convince you that we are offering, at *prices that are right, finishes that are perfect,* goods that will meet with ready sales on your counters.

We extend a most hearty welcome to you, and being in a locality that is easy to reach, hope you will find time to give us a call.

OUR NEW CATALOGUE NOW IN COURSE OF PREPARATION.

SHOW ROOMS:

243 Canal St., New York.
New Grand Central Palace, New York. **Lyman Co., 119 E. 5th St., Cincinnati, O.**



Dome. No. 184.

ATTENTION OF CUT GLASS BUYERS.

HOW frequently do you notice heavy cut glass in use on your own dining table? Your answer is, "Very seldom." You must stop and think when you last saw a heavy cut pitcher, bowl, nappy, tumbler, etc., in use. You have heavy cut glass at home, and usually find it resting peacefully on the sideboard.

This same thing is true in thousands of other homes. The reason is this: Heavy blanks in cut glass are not practicable for ordinary daily table use. It is too heavy to handle at the table and is hard to clean after using; also the risk of breaking a costly piece is considered. So the housewife will not bother with it for daily use.

We offer you a line of hand-cut glass suitable for daily table use. Light in weight, but strong. Plain, sensible shapes. No crimped edges to chip off. Easy to clean, and made for daily service in every way. The designs are beautiful. Prices are popular. We will thank you for investigating these goods very carefully. Personally we know they deserve your attention, as your customers really need just what we offer you.

Imperial glass company

BELLAIRE, OHIO.

REPRESENTED BY THE FOLLOWING:

COX & LAFFERTY, 25 Park Place, New York.
EARL W. NEWTON, 706 Kesner Building, Chicago, Ill.
M. E. LAFFERTY, 402-403 Equitable Building, St. Louis, Mo.
HIMMELSTERN BROS., 718 Mission St., San Francisco, Cal.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 26, 1915.

THE CONDITION OF BUSINESS.

New York

Another week of good business lightened the hearts of the crockery and glass men. The influx of buyers, together with those already in town, about equals the record of last year, when so many came because of the anxiety concerning foreign goods. While the buying is good, it is not in excess volume. Much of it is to even up stocks, although there have been some good import orders placed. Higgins & Seiter have been among those buying largely, and have helped considerably to swell the volume of trade.

The English importers booked some fairly good orders for import, and those who are carrying stock had frequent demands made on them. New goods are beginning to arrive, and the real test under the new prices will come when these are put before buyers. So far there has been no appreciable falling off in trade; but the demand has been largely for stock patterns, which had to be bought.

While it is early for the French trade, still there were some orders of fairly good size booked this week, and the importers are much encouraged. They are confident of doing a good business on their new wares when the latter arrive.

German importers had a fairly good call for goods from stock, and on the assurance that the negotiations pending looking to the release of goods in Holland would result in permitting china to come through, orders were also given for future delivery.

The Japanese trade picked up materially during the week, the seaside call, which has been a little slow, reaching normal proportions.

The demand for American crockery at the hands of the local agents was about as usual at this time of year. The representatives were encouraged, however, by reports from the factories to the effect that business is increasing day by day, and they believe that a little later on they will get their share.

Local representatives of domestic glass factories report rather a quiet week, although they all say it was better than the week before. Some big orders were placed for blown goods, but pressed ware was slow.

Business in cut glass is decidedly better, and although the factories are running on short time and with few men, manufacturers have been able to meet demands with reasonable promptness.

Strange to say, considering that so little foreign glass has come in, representatives of glass factories on the other side are booking import orders, buyers seemingly being willing to wait almost any length of time. While these orders are largely for stock patterns, some new business was also placed.

For lamps the demand was better than in the previous week, but as yet it is not very large. As we have said again and again, dealers who do not place their orders pretty soon will find themselves short before the season is over, as manufacturers cannot make up to any great extent in advance of the demand.

Retail trade in and around New York is still quiet, although some of the large department stores claim that they are holding their own. There is one bright spot, however: the exclusive stores report that they have done more business this summer than for many years past. This condition is attributed to the fact that so many of their wealthy patrons have not gone abroad this year and are spending some of their money with the crockery men.

Nearby retail trade is as good as usual. The summer resorts, which have been complaining of dull business, are now crowded—so much so that it is almost impossible to obtain accommodations at the more popular places. This has created a very good demand for the commodities carried by the retail crockery and glass dealer.

Our reports from interior points are to the effect that business is about normal. In some sections of the Northwest it is better than last year. The Pacific Coast trade, which has been good, is falling off a little, owing to the return of many of the visitors from the expositions.

A very much better feeling pervades the trade as to the future, buyers all seemingly being of the opinion that they are going to do a good fall business.

Pittsburgh and Vicinity

The glass trade in this district is "spotty." An occasional large order is received, or the mails for a day or two are heavy; then there is a decided lull. The factories are working on fairly good time, but there is not that vim to new orders the manufacturers would like to see. However, August is a dull month at the best, and when all is considered business is not far from normal for the season.

East Liverpool and Vicinity

Buying of pottery during the past ten days in this district has been more or less spasmodic. At times it would appear as if the orders arriving would be of sufficient volume to insure steady operations indefinitely; then suddenly there would be a decided lull in new business. Dinnerware is having a very fair movement, and some specials are in good request as "trade-builders."

A BUSINESS DECALOGUE.

THE following business commandments are conspicuously displayed on a large card in a well-known glass factory:

1. Don't lie. It wastes our time and yours. We are sure to catch you in the end, and that will be the wrong end.

2. Watch your work, not the clock. A long day's work makes the long day short, and a short day's work makes our faces long.

3. Give us more than we expect and we will give you more than you expect. We can afford to increase your pay if you increase our profits.

4. You owe so much to yourself that you cannot afford to owe anybody else. Keep out of debt or out of our factory.

5. Dishonesty is never an accident. Good men, like good women, never recognize temptation when they meet it.

6. Mind your own business, and in time you'll have a business of your own to mind.

7. Don't do anything here which hurts your self-respect. An employe who is willing to steal for us is is willing to steal from us.

8. It is none of our business what you do at night. But if it affects what you do next day, and you do half as much as we demand, you'll last half as long as you hoped.

9. Don't tell us what we like to hear, but what we ought to hear. We don't want a valet for our vanity, but one for our dollars.

10. Don't kick if we kick. If you're worth correcting you're worth keeping. We don't waste time cutting specks out of rotten apples.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 7, '15	Corresponding period 1914	Exports Jan. 1st to Aug. 7, '15	Corresponding period 1914
Boston	242	....	3259	4312
New York	143	286	5975	6246
Baltimore	76	110	5168	5701
Philadelphia	94	88	1867	1583
New Orleans	12	....	497	830
Newport News	....	....	54	86
San Francisco	2	272	1286	1007
Portland, Me.	....	....	1006	991
Galveston	....	....	....	545
Portland, Ore.	....	....	140	....
Inland Points	....	11	406	397
Total	569	767	19658	21698

From the Freight and Shipping Circular of Smith, Christmas Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 7, '15	Corresponding period 1914	Exports Jan. 1 to Aug. 7, '15	Corresponding period 1914
New York	143	286	5975	7069
Boston	242	....	3259	4382
Philadelphia	94	88	1855	1620
Baltimore	76	110	5168	5701
San Francisco	2	272	1256	1047
New Orleans	12	....	497	905
Portland, Me.	....	....	1006	994
Galveston	....	....	....	545
Newport News	....	....	54	104
Portland, Ore	....	....	140	....
Inland Points	29	47	458	256
Total	598	803	19668	22623

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The organization of the Fostoria (O.) Glass Novelty Co. has been completed, and officers elected as follows: president, J. H. Jones; ice-president, Ira Caswallader; secretary-treasurer, A. Thornton; assistant secretary and sales manager, W. S. Edmonds; general manager, George P. Edmonds; factory manager, Harry W. Edmonds. The firm will manufacture a general line of pressed ware, tableware and opal ware of all kinds. George Edmonds was formerly factory manager for the New Martinsville (W. Va.) Glass Mfg. Co. The lines will be placed with a number of resident agencies throughout the country, the list of which has not yet been completed.

Starting next week, final reservations will be taken up by the management of the Ft. Pitt Hotel here for displays at the next January exposition. Over fifty tentative bookings have already been made, and the final disposition of these reservations will be authorized. A number of firms which have not heretofore shown here during January have indicated their intention to be "on the job" next year.

Robert Thomas, formerly factory manager for the Premium Glass Co., Sapulpa, Okla., has been named to succeed George Edmonds at the New Martinsville (W. Va.) Glass Mfg. Co.

There is a very fair demand just now for covered butter jars, and the number of factories manufacturing this specialty is on the increase. The Fostoria Glass Co., Moundsville, has a sanitary covered butter jar that is proving very popular with buyers.

"Since the large railroad systems and private car owners have started to use paper drinking cups there has been a decided falling off in the demand for tumblers of special mold work," says a tumbler manufacturer. "I can remember when orders came in for fifty and a hundred barrels of railroad tumblers at a time; but we do not receive them any more."

The Pittsburgh Cut Glass Co. has added a number of new items to its line, and instead of confining its efforts to light cut tumblers and lighting glassware is now doing heavy figured work such as handled baskets, vases, bowls, nappies, sugars and creams, etc.

The demand for jelly tumblers this season is unusually heavy, and some plants have about all the orders they can handle. As the fruit season is only just about half over, a large business yet remains to be taken care of.

On account of the extremely heavy demand for bottles for export, eight automatic machines have been started on three eight-hour turns per day at the plant of the Bellaire Bottle Works.

Among new items shown this week by the United States Glass Co. are a heavy lead glass comb and brush tray, done in a neat floral cut design, two new designs in coasters, and a handled opal glass banana split tray.

Among the buyers visiting the district within the last few days have been Ferd. Schmidt, for the Regnier & Shoup Crockery Co., St. Joseph, Mo.; R. H. Loosley, for the Corona Cut Glass Co., Toledo, O., and Mr. Pitman, of the Pitman Cut Glass Co., Lawrenceville, Pa.

Manufacturers of blanks for glass cutting purposes report a very active demand. There is quite a call for special designs, with requests for their exclusive use. Baskets and vases have a very good call, while bowls and nappies are moving as strongly as ever.

The high-class jewelry trade has been buying engraved glass liberally, and it is believed that this style of ornamentation will be in very active request for the fall season.

Light cut ware is being featured by the Universal Cut Glass Co., at Wilkinsburg, Pa., and all frames are working on normal time. The lighting line of the Eagle Glass and Mfg. Co. is cut at this plant.

Salesmen for Pittsburgh glass factories who "make" Galveston are anxiously awaiting word from the buyers and dealers upon whom they usually call.

There are about twenty-five buyers of pottery, glass, lamps and lighting glassware in Galveston, and all them do more or less business with the Pittsbugh plants.

The directors of the Lonaconing (Md.) Glass Co. at their anuual meeting elected the following officers: president, James Love; vice-president, James B. McAlpine; treasurer, Duncan R. Sloan; secretary, Edward Sloan. Former State Senator James M. Sloan is chairman of the board of directors. In addition to the above the directorate includes George D. Campbell, D. Lindley Sloan and Matthew H. Sloan.

The completion of the organization of the Bellaire Tumbler Co. adds another industry to Bellaire. The $20,000 capital stock has been subscribed, and the work of remodeling the plant of the Buckeye Enamel Co. will be started in a few days. It is expected this will require about three months. The plans are all ready and the work will be pushed.

RECENT PATENTS.

[Prepared for the CROCKERY AND GLASS JOURNAL by R. E. Burnham, patent attorney, 872 Bond Building, Washington, D. C., from whom copies of any patents mentioned below may be obtained for 20 cents each].

1,147,114. Method of treating clay. John L. Musser, Lancaster, Pa.

1,147,117. Kiln for burning clay products and the like. George W. Ogan, Danville, Ill.

1,147,438. Vacuum-operated glass-ladle. Solon O. Richardson, jr., Toledo, Ohio.

1,147,446. Kiln. John C. Schaffer, Toledo, Ohio.

1,147,539. Machine for manufacturing glassware. Frank O'Neill, Toledo, Ohio.

1,147,627. Clay-molding machine. Russell Garrison and George W. Whipple, Cherryvale, Kans.

1,147,695. Machine for making hollow glass articles. Romeo Williamson, Milwaukee, Wis., assignor to Williamson Machinery Co., same place.

1,147,892. Glass-working machine. Joseph W. Robinson, Toledo, Ohio, assignor to Libbey Glass Co., same place.

1,148,212. Glass-working apparatus. Benjamin D. Chamberlin, Corning, N. Y., assignor to Empire Machine Co., Portland, Me.

1,148,213. Method for the production of formed blanks upon gathering-irons. Benjamin D. Chamberlin, Corning, N. Y., assignor to Empire Machine Co., Portland, Me.

1,148,215. Process for the production of blown glass articles. Benjamin D. Chamberlin, Corning, N. Y., assignor to Empire Machine Co., Portland, Me.

1,148,216. Machine for forming glass blanks. Benjamin D. Chamberlin, Corning, N. Y., assignor to Empire Machine Co., Portland, Me.

1,148,474. Apparatus for the manufacture of bottles and similar glassware. Carl S. Dayton, Newark, Ohio, assignor to the Toledo Glass Co., Toledo, Ohio.

Design 47,589. Lighting fixture. Edwin F. Guth and Raymond V. Owen, St. Louis, Mo., assignors to Luminous Unit Co., same place. Term of patent 14 years.

Design 47,590. Canopy or reflector for artificial light. Edwin F. Guth, St. Louis, Mo., assignor to Luminous Unit Co., same place. Term of patent 14 years.

Design 47,591. Lighting fixture. Edwin F. Guth and Raymond V. Owen, St. Louis, Mo., assignors to Luminous Unit Co., same ptace. Term of patent 14 years.

Design 47,604. Shower-plate for lighting fixtures. Paul Mohrmann, Chicago, Ill., assignor to Friedly-Voshardt Co., same place. Term of patent 3½ years.

Design 47,607. Lighting fixture. Raymond V. Owen, St. Louis, Mo., assignor to Luminous Unit Co., same place. Term of patent 7 years.

Design 47,609. Canopy or reflector for artificial light. Raymond V. Owen, St. Louis, Mo., assignor to Luminous Unit Co., same place, Term of patent 14 years.

Design 47,639. Footed goblet. Arthur J. Bennett, Cambridge, Ohio. Term of patent 7 years.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 24, 1915.

HAVRE

26	packages	glassware — Fondeville & Van Iderstine
32	"	toys — Geo Borgfeldt & Co
3	"	" — American Shipping Co
7	"	" — Gimbel Bros
22	"	" — F W Woolworth & Co

LIVERPOOL

2	packages	earthenware — L A Consmiller
25	"	" — Maddock & Miller
5	"	" — E Boote
2	"	" — Bernard, Judae & Co
6	"	" — G F Bassett & Co
33	"	" — W S Pitcairn
16	"	" — Geo Borgfeldt & Co
9	"	" — H C Edmiston
16	"	" — Miscellaneous Orders

BELIZE

8	packages	earthenware — G H Hays

GENOA

7	packages	chinaware — H Creange
2	"	earthenware — E Galiendo
2	"	" — Ovington Bros & Co

CHRISTIANIA

5	packages	chinaware — Royal Copenhagen Porcelain Co
1	"	" — W H Plummer & Co
4	"	" — Overton & Co
4	"	" — M Wille
4	"	glassware — J H Venon

ROTTERDAM

4	packages	chinaware — L Straus & Sons
5	"	" — F Bing & Co
6	"	" — Sutherland Int Dispatch Co
8	"	" — Geo Borgfeldt & Co
1	"	" — Adams Express Co
9	"	toys — S Gabriel, Sons & Co
5	"	" — B Shackman & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

31	packages	earthenware — Jones, McDuffee & Stratton Co
62	"	" — Mitchell, Woodbury Co
26	"	" — Rowland & Marsellus
19	"	" — American Express Co
1	"	" — Jordan, Marsh Co
1	"	" — Stone & Downer Co

)PERATIVE POTTERS' DEMANDS.

Very Conservative, and Likely to Be Readily Conceded. No Wage Increase Requested.

'HE National Brotherhood of Operative Potters has presented the United States Potters' Association irty-four demands or propositions to be considered in e joint conference scheduled for September 9-10-11 at e Hotel Chalfonte, Atlantic City. No wage increase is ked, a referendum vote of the workers showing senti- ent to be against such a course. Only changes in orking conditions are called for. The proposals are aracterized as very conservative by W. Edward Wells, airman of the Labor Committee of the United States otters' Association, who says: "The men have acted ry wisely. Their demands are moderate, and to a rge extent reasonable."

The manufacturers' committee is composed of W. dward Wells, chairman; Hal N. Harker, William L. nith, Jr., Thomas A. McNicol, George C. Thompson, homas B. Anderson, Homer J. Taylor and Charles F. oodwin, all of East Liverpool; Frank A. Sebring, ebring, O.; Harry D. Wintringer, Steubenville, O., id A. G. Dale, Trenton, N. J.

The committee to represent the operatives at the nference has not been selected.

The propositions are as follows:

1. An apprentice dipper shall complete his time here he starts to serve his apprenticeship.

2 The dippers' count shall be taken from the lnmen's time sheet.

3. That dishmakers be given the preference on all ork on the dishmakers' list when the same is made by ie casting process; but no dishmaker shall be allowed helper when employed as a caster.

4. That a list of patterns and prices be posted in ich decorating shop for the information of the em- oyees in that department.

5. There shall be one apprentice to five journey- en (either sex) gilders and liners, and the time of erving such apprenticeship shall be four years. hould an apprentice leave the trade his time shall be- in where he left off. and he shall not become a journey- ian until he has served four years at the trade; no iore apprentices to be put on in any shop until the atio of one to five is reached.

6. All decorating kiln placers and decorating-kiln remen shall receive their wages direct from the office i separate envelopes.

7. That decorating-kiln placers be not required to egin their day's work earlier than 6 a.m.

8. No decorating-kiln placer shall be laid off to ermit the making of extra time by the remaining iembers of the crew.

9. That no apprentice be allowed to start at dec- ting-kiln work for the next two years unless the N. B. f O. P. cannot furnish a competent journeyman.

10. That uniform sizes and prices be established or jiggering lemonade and chocolate mugs.

11. That a limited day's work be established for ach jigger; that a joint committee of manufacturers nd operatives be appointed by the conference commit- ee to work out a system whereby the jiggermen will be elieved of carrying out, changing molds, throwing out ld molds and putting in new molds, oiling of molds, athering working boards, or doing any work which akes the jiggerman away from his jigger,

12. The cup maker shall not be charged for losses for which he is not responsible.

13. That a uniform price list for china be established.

14. A counting card system to be adopted by the manufacturers, so that the finishers may know, as well as the jiggermen, just what their count amounts to each day.

15. That the following uniform standard for jiggers be adopted:

	Height	Space	No. Holes	First Hole From Bot.
Teas and fruits	10¼	1⅛	8	¾ in.
Coffees	9⅛	1⅛	7	¾ in.
Double five-in	8	1⅝	6	¾ in.
Single, banjoes, 5, 6 & 7 in.	11	1¼	8	¾ in.
Seven-inch cover sagger	10¼	1⅞	5	1 in.
Steak sagger, 9, 10 & 12 in.	10½	1½	5	1 in.
Steak sagger 14, 16 & 18 in.	9	1⅞	4	1½ in.
Tommy Davis	9½	1⅜	6	1¼ in.
Yokes	9¾	1⅜	6	1¼ in.
Wash bowls	9¾	2¼	4	

Common saggers not to exceed 56 inches in circumference.
Strips on sagger bench not to be over three-fourths of an inch thick.

16. Kiln-sheds to be properly ventilated in summer and heated in winter.

17. The use of oil lamps or torches in kilns to be discontinued and electric or gas lights substituted.

18. Where bats are used, with or without wauvers, in the first ring of glost kilns, they shall be paid for at the rate of 6¼ cents extra per bung.

19. That in kilns where two bungs are placed in the arches extra pay be allowed to kilnmen in proportion to the extra work involved.

20. The fireman shall take charge of a kiln when it is ready to light, and when it has been fired off he shall have nothing further to do with it until it has been refilled and ready to light again.

21. Night firemen shall serve three years before being permitted to accept a job day firing.

22. That committees be appointed representing the manufacturers and kiln-drawers with instructions to readjust the scale for drawing bisque kilns.

23. Manufacturers shall furnish baskets in glost wareroom when drawing glost kilns, and in bisque wareroom when drawing bisque kilns, and the kiln-drawers shall not move drawing tables from one wareroom to another; tables shall be furnished in each drawing room by the manufacturers

24. That mold shops be properly heated by the firm.

25 That a uniform price list for making molds for casting be established.

26. When an opening occurs on a casting bench for an apprentice a sticker-up who has served two years or more shall be given the preference, and he shall serve three years' apprenticeship at the following discounts: first year 20 per cent off, second year 15 per cent, and third year 10 per cent off.

27. When there is a vacancy for an apprentice handler the oldest boy in the handling shop in point of service shall be given the preference. Employers shall compel every apprentice handler, during his last eighteen months of apprenticeship, to handle all articles on the handling list by that firm. The handler shall cut his own handles and do his own slip sponging

28. That the second paragraph on page 48 of uniform wage agreement, apprentice's scale for turners, be amended to read as follows: "Employers shall compel every apprentice turner during his last eighteen months of apprenticeship to turn all articles on the turning list made by that firm."

29. No woman shall sweep or scrub in dipping house; the firm shall employ someone to do said work. Also that running or hydrant water be furnished to do sponging.

30. That a uniform scale for piecework ware dressing be established.

31, That each shop be fitted with enclosed dress-

ing rooms, including running water and all modern conveniences.

32. When a vacancy occurs for a journeyman in any branch of the potting industry covered by the uniform wage scale a member of the N. B. of O. P. of that branch of the trade shall be given the preference in filling the vacancy.

33. There shall be two Western general ware standing committees—one committee of three members to have charge of all disputes and settlements of prices on new articles in the clay department, and one committee of three members to represent all other departments in the same manner.

34. That a joint committee of manufacturers and operatives be appointed to draw up an agreement covering the use of the union label on crockery.

The ballot upon which each member of the Brotherhood cast his vote asked for a "yes" or "no" vote on whether the "demands for an increase in wages in the above list of propositions be taken up in conference and a strike declared in case the manufacturers refuse to grant the propositions which call for an increase."

Rumors circulated here that the dippers, saggermakers and kiln-hands would withdraw from the Brotherhood in case all proposals were not granted were denied by officials of each of the locals.

JOTTINGS BY A QUIET OBSERVER.

THE crockery and glass men in the Downtown District have had a lot to contend with in the endeavor to do business and at the same time comply with municipal regulations. First, the entrances to many of the warerooms had to be changed, hatches on the sidewalk closed and new ones installed. All overhead signs were taken down. Sprinkler systems were orderd put in all the cellars. Then came the subway excavations, which encroached on many a vault, to say nothing of keeping the streets in bad condition.

And after complying with the ordinances there is no surety that the right thing has been done.

Last week the proprietor of a big concern was interrupted in a business transaction by a message that a man from the Fire Department wanted an interview. It wouldn't do to keep a city official waiting; so the messenger was told to bring him in. The usual trim appearance of the New York fireman was entirely lacking in this individual. He had a two-days' growth of beard, his cap was pushed back on his head, and instead of entering the room he stood in the doorway slouchily leaning his shoulder against one side and supporting the other with uplifted hand.

Without a preliminary word and with a decidedly Irish brogue he said:

"Yer sign on the pipes leadin' to the cellar must be changed."

"What is the matter?"

"It reads 'So & So's system,' and it's wrong."

"That system and the sign were installed under the supervision of your Department," said the merchant, "and passed by it. What's the use of doing what we are told if we are to have someone else make us undo it?"

"Can't help that," said the city's representative. "The sign'll have ter be changed!"

No one ten years ago would have predicted that Fourth avenue, from Union Square to Thirty-fourth street, would be changed from a dead-and-alive thoroughfare, lined with old-fashioned, peaked-roofed houses, to an avenue of skyscrapers. Neither could anyone have foretold that Fifth avenue, from Twenty-third street north to Forty-second street, would be changed from a high-class residential district into one of the principal retail shopping streets of the city; or that lower Fifth avenue, from Fourteenth to Twenty-third street, would become a wholesale district. Who would have dreamed that Sixth avenue, from Fourteenth to Twenty-third, and Twenty-third street, from Fifth to Sixth avenues, then the main retail section, would take on the aspect of a deserted village?

Jerome Jones, of Jones, McDuffee & Stratton, Co is going to have a big dock in Boston if hard work will bring it. He says they have needed this kind of a dock for more than sixty years, and refers to the opposition of the Hoosac Tunnel, which has proved all its originators claimed for it. At a session of the commission last week he told the advantages Boston had over New York. Among others things it is only six miles from the Navy Yard to ocean depth, while New York is twenty miles to Sandy Hook. Comparing it with Philadelphia, that city is 100 miles from the ocean, and Baltimore 200 miles. With five feet more depth in the Boston channel the largest vessels could clear, and would be one day nearer European ports than from New York. It is a pity that some of the New York merchants do not work as hard for their city as Mr. Jones does for his. In time he may achieve his object. Meanwhile, according to figures published on Monday, New York is doing more than half of the business of the whole United States in the matter of shipping.

The demolition of the old Hoffman House on Twenty-fourth street is causing the tenants of the Fifth Avenue Building a lot of annoyance. It is difficult at any time to keep samples of crockery speckless, and the task is doubly irksome when the dirt and dust of the wrecked structure are in the air.

It was a nice-looking parcel, neatly wrapped and tied, and at the corner of Broadway and Warren street the man who was carrying it started to shift it from one hand to the other, taking hold of the string to do so. Zip! crash! and the remains of a glass globe and part of a lamp lay on the sidewalk. The man's face was a study in repression, as was also his language, for all he said was "Commend me to a woman for putting up a bundle!"

THE METROPOLITAN MARKET

SOMETHING really different and distinctive in glassware is a discovery of Herman C. Kupper in a new line that he has just acquired, the first samples of which are now being exhibited at his salesroom, and to which the attention of the trade is called in his advertisement on the first page of this issue. Every progressive dealer will want to see it, for it possesses all the qualities that count for success. It is a new composition glass made after the formula of the most prominent glass chemist in America, and is manufactured and decorated in this country. It is called "Pate Riz," and is entirely different from anything ever produced here or abroad. The decorations are novel and exclusive, and the ware so modestly priced that every buyer who sees it cannot help but appreciate the exceptional possibilities of the line New samples that have just arrived from Limoges in the celebrated Ahrenfeldt china are also causing a great deal of favorable comment, as well as being the cause of considerable business at Mr. Kupper's showrooms.

Buyers who are interested in cut glass should call at the showrooms of Cox & Lafferty, 25 Park Place, and looked at the large new display of that made by the Imperial Glass Co., of Bellaire, Ohio. It is intended for daily use on the table, and the shapes are graceful and serviceable. The ware is being bought freely by all who see it. A number of items in staple glassware are being offered at special prices to stimulate trade.

The Furst Bros. Co., Baltimore, Md., manufacturers of popular-priced trays, has been added to the list of concerns represented in this market by the E. W. Hammond Co.

More than ordinary interest is displayed in a shipment of new samples from Cauldon's and Wood & Sons, now to be seen at the showroom of Edward Boote, some unique and exceptionally clever patterns in dinnerware being on view. From the former factory there are various decorative treatments, on a floral arrangement in a printed and enameled design being particularly noticeable. This cleverly combines differently-colored flowers in sprays with a white and black and terra cotta edging in a wide border effect which is unusually pleasing. From Wood & Sons there are also several combination printed and enameled designs, one striking style being a wide border in an original panel effect that is deserving of great praise. Among the colors are Spode blue, green and dark blue, with and without gold embellishments.

A bulldog paper-weight made by the Lancaster Glass Co. and shown by Fred Skelton is one of the cleverest novelties put out this season. Its crystal eyes sparkle like diamonds in contrast with the dull etched finish of the body. The modelling is fine, and it ought to be a first-rate seller.

Among the new attractions being displayed by D. King Irwin at the showroom of the Cambridge Glass Co. is a line of stemware, tumblers and a variety of other pieces for table use that for daintiness would be difficult to improve upon. The shapes are well proportioned, exceedingly graceful, and exactly suited to the well-executed and prettily-arranged Fuchsia pattern in a deep plate etching. The line is destined to take a prominent place among the productions of the concern.

At Koscherak Bros. there are a number of new pieces in their assortment of pulverized marble busts and figures. The subjects are well selected and are molded in such a clean-cut manner that it is difficult to tell them from genuine carved marble. Among new items are busts of Lincoln, Washington, Wagner and Shakespeare in bas-relief. They are very artistic, and sure to add to the line's salable qualities.

At the salesroom of A. P. Doctor there is much from the Central Glass Works to interest the buyer. A new marmalade jar and coaster, sold in combination, is one of the most popular articles. It is very attractive in shape, and is ornamented with the concern's artistic "Thistle" pattern in a deep plate etching, but may be had in a variety of other etchings if desired. To the showing of steins has been added two new styles with patented tops, one in pewter and the other silver-

plated. Both are decided improvements on the old-style tops. There are a number of specialties in the way of relish dishes, etc., for mounters.

A. H. Hays announces that he has taken on the line of cut glass made by Jos. J. Condon, Toledo, O., who specializes in deep cut jugs and tumblers at very popular prices.

Visitors at the salesroom of Cox & Lafferty will find much to attract them in the display of the Brush-McCoy Pottery Co. Several salable new items have been added in the "Dandy Line" of kitchen ware, while a number of very pleasing designs in jardinieres were noticed. Among the novelties one of the good sellers is their line of Japanese garden trays in green and brown glazes.

Many buyers have taken advantage of the reduced prices offered by Takito, Ogawa & Co. in closing out their extensive assortment of import samples to make room for the new line now beginning to arrive. There is still a large collection of vases, sets of all kinds, and an array of odd pieces in a variety of decorations, as well as numerous toy novelties that should not be missed by the dealer interested in getting first-class goods at a decided saving.

The collection of china lustres from Josiah Wedgwood & Sons at the salesroom of Kennard L. Wedgwood comprises six different combinations, the predominating colors being a mother-of-pearl effect, green, purple, burnt orange, blue, red and iridescent. Another new line from this factory is an assortment of cats, dogs and birds in black basalt ware for favors. These are perfectly molded in remarkably lifelike poses.

Included in the list of recent importations from the Royal Copenhagen Co.'s factory in Denmark, and now being shown by A. G. Lober at the New York salesroom, is an assortment of covered jars in a diversified variety of designs and shapes that have had a great reign of popularity in Europe among high class confectioners and preserving concerns for holding their products, which have found increased sales on account of the fact that the pretty jars are well worth keeping after their contents have been used.

OBITUARY.

JOHN A. WEBSTER, one of Boston's oldest dealers in glassware, died August 22 at his home in East Boston, aged sixty-one. He had conducted a store on Blackstone street for more than forty years. Recently his two sons, Samuel H. Webster and John A. Webster, Jr., both of Winthrop, have been associated with their father in the business.

THE SALESMEN'S ASSOCIATION.

AT a meeting of the Executive Board of the Pottery, Glass and Brass Salesmen's Association last Friday, Albert A. Porcelain, assistant buyer under Guy Hawthorne at the Jordan-Marsh Co., Boston, was elected to membership. Other business disposed of at the meeting was the ordering paid of the death claim of Robert E. Service.

BUSINESS BRIEFS.

The Woolworth five and ten cent store at Millville, N. J., was damaged by fire this week.

A new housefurnishing store will be opened in Lancaster, Pa., by Hampton, Carpenter & Co.

McCabe Bros.' department store, Salamanca, N. Y., has been incorporated with $25,000 capital.

Weavers', Inc., Bronx, N. Y. City, has been incorporated as a department store with a capital of $20,000.

Betty Madrowitz, dealer in housefurnishing goods, 209 East 121st street, this city, has made an assignment to George H. Rosenstein.

The Susquehanna Cut Glass Co., Columbia, Pa., broke ground last week for a two-story building to be used as an addition to their present factory.

The Hudson Chandelier Co., Union, N. J., has been incorporated with a capital of $25,000 to manufacture chandeliers, brackets, lamps, globes, domes, etc.

A number of invoices of English china were aboard the ill-fated Arabic. The exact quantity will not be known until the arrival of duplicates of the ship's manifests.

The Mercer Glass Co., Trenton, N. J., has recently been formed to manufacture light cut ware. Edward O'Neill, who was with the Jefferson Glass Co. and the Haskins Glass Co., and Manfred Gillware are the owners.

Representatives of the National Glass Vial and Bottle Manufacturers' Association and of the Glass Bottle Blowers' Union opened their annual wage scale conference in Atlantic City on Tuesday for the purpose of fixing wages and arranging working conditions for the fire of 1915-16.

Six creditors of the American Five and Ten Cent Stores Corporation, 315 Fifth avenue, this city, have filed separate answers to the petition in bankruptcy filed against the company on Aug. 12, declaring that the company is solvent, that the assets exceed the liabilities, enabling it to pay its debts in full, and praying ing that the company be not declared bankrupt.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE heads of the Royal Art Glass Co. decided that their beautiful new fall line of electric and gas portables, domes and semi-indirect fixtures was deserving of a better display than they had been giving it, and have accordingly just completed a very attractive new showroom in their easily-accessible factory building on Canal street which will admit of a much more advantageous display of the line than formerly. The samples have been arranged with the buyer's convenience uppermost in mind, so that he may make his selections with as little labor as possible. The originality of the designs and the artistic finishes are proving strong drawing cards, resulting in a record-breaking business for the concern. A handsome catalogue is now in course of preparation which should be in the hands of every dealer who wants to become acquainted with a line of exceptional selling quality.

Buyers are finding the values offered by the Saul Mfg. Co. in mahogany portables and candlesticks of exceptional interest. They are showing a choice collection of styles with solid mahogany bases fitted with silk and silk-and-metal shades, in all sizes, ranging from the boudoir to the floor lamp, at prices that are remarkable for this class of merchandise.

Special interest is being shown by buyers in this season's line of portables by the Pittsburgh Lamp, Brass and Glass Co., which includes such a diversity that there is something to suit all tastes. One of the specialties on disply by H. F. Weber at the local salesroom is a line of bases in mahogany finish and modeled after the style of the real wood. These are fitted with handsome shades with deep etched designs in dainty colorings.

A great variety of new items is to be seen in the display being made by Frederick Morse at the showroom of Gillinder & Sons. Some beautiful and very odd shapes have been brought out in semi-indirect bowls, with shower shades to match. Unique white and black effects are in evidence. Prominent among the additions to the line of acorns is a clever combination of frosted and clear crystal, embossed and cut in a Gothic design. Its effect when illuminated is very fine.

The Horace C. Gray Co. have been appointed representatives here of the lighting glassware line of the Wellington Glass Co , Cumberland, Md., who are featuring semi-indirect bowls in a new glass called "Marbolite." Arnold Goldsoll, an experienced salesman in this class of goods, has been engaged by the Gray Co. to take charge of the department.



AT OSCAR O FRIEDLAENDER'S.

The Board of General Appraisers has taken unfavorable action on protests filed by Mandel Bros., Chicago, regarding the duty on lanp and candle shades. The Appraiser reported that the goods were composed of cotton, silk and tinsel threads, fluted and appliqued. Duty was accordingly taken at the rate of 60 per cent. Protestants claimed that entry should be given at 30 per cent as manufactures of cotton, or at 40 per cent as articles made wholly or in chief value of tinsel wire, lame or lahn. Judge Cooper, affirming the Collector, held that neither claim was well founded.

Among the new items to be found in lighting glass ware from the H. Northwood Co. displayed at the salesroom of C. J. Dela Croix are three sizes in nitrogen balls in a simple and extremely effective embossed design.

FOUNDED IN 1874

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 26, 1915.

SILLY PROCEDURE.

NO matter what the temptation, to cut prices is bad business. It is quite justifiable to get rid of poor stocks at a reduction—sometimes even at a big reduction—but to lower the price of marketable goods simply for the sake of making a sale is worse than foolish.

Such a sale is sometimes made to prevent a competitor from getting the business. That is playing into your competitor's hand. Why not let him take the loss instead of you? It may be that he can afford to sell ware more cheaply than you do. But it is not your business to bother about what he can do or what he cannot do. You know whether or not you will lose money on the cut, or you ought to know. Remember that in selling goods "at cost" you lose every time. If you cannot figure that out, go to some expert and let him teach you.

Sometimes a cut is made with the idea that by propitiating the buyer he will become a good customer in the future. Forget it! Experience proves that, although he may have all the regard in the world for you, if somebody offers better prices than you do the friendship part flies out of the window. You will be told what a good fellow you are, but "this is business, you know."

Just now the condition of the market is certainly not such as to warrant price-cutting. There is a shortage of ware, and there will be a bigger shortage in the near future. Prices tend upwards, and should be raised rather than lowered.

Every dollar's worth of merchantable ware in a retailer's store is worth more to-day than it was six months ago. The advance in English and French china has increased by just so much the value of his stocks of those goods, and the wise dealer will put the same increase on them that he has to pay for new wares. If the matter were the other way, and prices went down, he would have to mark his stock down. Prices go up; therefore mark the stock up.

With such conditions, where is the necessity of anybody cutting prices?

PERSONAL.

CROSSING the line which separates New York from Connecticut last week, Fred Skelton drew a sigh of relief and satisfaction as he neared the end of his trip to Montreal and back. He had covered 1,730 miles without a blowout, puncture, accident, or delay of any kind, and had only eighteen more to go to reach home. And then he got 'em—three punctures, one right after another.

⚜

O. L. Sutherland, with Morimura Brothers, was booked to leave on Wednesday night for the Far West. His first stop will be St. Paul, Minn. From there he will go to Kansas City, Mo., and will be in San Francisco for the month of September. Otto Geisert goes with him as assistant.

⚜

Shortly after Gus H. Bub was appointed buyer for B. Nugent & Bro., St. Louis, the fact was duly chronicled in these columns; but last week, for some reason yet to be discovered; C. H. Wessel, the former buyer, now with the Kaufman & Strauss Co., Louisville, Ky., appeared in our list of "In Towns" as buying for Nugent & Bro. The result is that Mr. Bub has a big package of mail belonging to Mr. Wessel. It caused him some annoyance, but it shows that people read the CROCKERY AND GLASS JOURNAL.

⚜

Ben Brafman left the latter part of last week for a trip through New England and Pennsylvania, where he will show his friends the new fall lamp line of the Royal Art Glass Co.

⚜

D. King Irwin got home on Saturday from a week's visit to the factory at Cambridge, O., where he says the plant is running full tilt.

⚜

W. J. Hague, with Geo. F. Bassett & Co., took a week off to go fishing and caught a cold. Incidentally he took some fish, too. He boarded in a farmhouse three miles from the railroad station, at Harvard, in the Catskill Mountains, the proprietor of which had evidently not learned New York's ways. Everything went with the price of the board—use of horses, boat,

shing tackle, and all else without charge. No wonder Hague caught a cold.

C. A. Holbrook, New York manager for Edward Miller & Co., is spending his vacation quietly in central Connecticut. He is expected back on Saturday.

Edw. Boote has had the star catch of his recent shing trip in Canada mounted on a handsome mahogany plaque as an adornment for his salesroom. It is a almon weighing twenty-five pounds and measuring ree feet in length. And maybe he isn't just a wee t proud of the achievement!

Henry Meyer, Lake Charles, La., who has been ere placing orders, departed for home Tuesday.

A. T. Rathbun, buyer for John A. Roberts & Co., tica, N. Y., arrived in town on Monday to spend the eek placing orders. His headquarters are the Hotel oodstock.

E. W. Hammond left Sunday night for a trip to e Knowles, Taylor & Knowles factory, East Liverool, and the Zanesville (O.) Art Pottery Co.

J. B. McAdie has been engaged by the Weidlich ros. Mfg. Co. to call on the jewelry trade in New ork City and nearby territory with their line of silverare and metal novelties. Mr. McAdie is very favorly known among the jewelers of this section, having en previously associated in a sales capacity with as. M. Levy, manufacturing jeweler.

"Dan" Rothschild, who has been in the market r the past ten days placing orders for Rothschild os., Ithaca, N. Y., left for home Tuesday night.

Lambert Dorflinger, office manager at the New rk salesroom of C. Dorflinger & Sons, returned on hursday after a two weeks' business and pleasure p to Nova Scotia.

E. Torlotting, who has been vacationing with his mily at Congress, N. Y., for the past three weeks, is ck at his desk.

Wm. D. Finke returned Monday night after spendg several days at the factory of Wm. H. Gibbs & Co., roudsburg, Pa.

A. G. Lober, manager of the New York office of the Royal Copenhagen Porcelain Co., doesn't believe in extended vacations. He takes his recreation in weekend motor trips. Every Saturday afternoon or Sunday morning he and his family start off somewhere, and there is not very much territory in any direction for a distance of two or three hundred miles from the city that he has not covered.

Ed. Craig, manager of the New York office of the United States Glass Co., left Tuesday night for a week's visit to the concern's factories in Pittsburgh and vicinity.

E. H. Peck has returned to his duties with the Phoenix Glass Co. after an enjoyable fortnight's vacation.

C. H. Blumenauer, of the Jefferson Glass Co., Follansbee, W. Va., was a visitor for several days last week at the salesroom of Frederick Skelton.

C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., is in town this week conferring with Malone & Nicholson, local representatives.

J. Meredith Miller went to Philadelphia the first of the week and brought back some substantial orders for the Maddock & Miller lines.

Axel C. Hanes, of C. Dorflinger & Sons' traveling staff, left last Saturday for a two months' trip through the New England States.

C. J. Dela Croix, local agent for the H. Northwood Co.'s lines of glassware, is wearing a broad smile since his return last Friday from a six weeks' trip through New England. He brought back a pocket bulging with orders.

Charles Vogt, of Vogt & Dose, is back from his vacation at Lake George. Harry G. Freese is expected home on Monday.

Wm. S. Pitcairn left last Sunday for a week's visit to the Chicago wholesalers in the interest of the factories he represents in this country.

Sam P. Arnold, traveling representative for Mogi, Momonoi & Co., has hit the trail again, leaving last Friday for a long trip through the Middle West.

E. A. Gillinder, head of Gillinder & Sons, Philadelphia, was a visitor at the New York office of the concern on Saturday last.

While horseback-riding at her summer home Nanuet, N. Y., Miss Margaret Ruhe, daughter of Frank S. Ruhe, of Fensterer & Ruhe, was thrown last week and for a time was thought to be seriously injured.

Late accounts state that she is steadily improving, and recovery is now looked for.

H. Benedikt is forgetting the cares of business this week at Portland, Me.

Carlos Ripoll, of Rodriguez & Ripoll, who represent a number of glass factories in Havana, Cuba, including that of the Cambridge Glass Co., arrived here last week for a business conference.

FOR THE RELEASE OF GERMAN GOODS.

THE efforts of the importers of German goods to obtain release of merchandise stored at Rotterdam resulted on Friday of last week in some of them obtaining orders from Washington which will secure them many invoices. These releases include many thousands of dollars' worth of toys, and it is fair to presume that before long china, too, will be allowed to come forward in fair quantities.

Cables received on Tuesday named eleven New York firms to whom permits for delivery were made. Among them were B. Illfelder, Samuel Gabriel & Sons, and Carl Silverman, toys; Fuld & Co., art novelties; Carl Buller, porcelains.

It is understood that these permits apply only to goods ordered in good faith prior to the Order in Council, whether the merchant paid for the goods at the time or not. A good many more permits will probably be issued shortly.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; , lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H Salomon, t, Rothschild & Co, Chicago. 215 Fourth ave.

F S Hulse, hf, Clark Bros Stores, Scranton. 105 Grand.

N B Silberberg, hf, c, B Lowenstein & Bros, Memphis. 22 East 17th.

C A Kreist, t, Foster, Ross & Co, Auburn. 69 Fifth ave.

F H Haskins, hf, Hills, McLean & Haskins, Binghamton. Collingwood.

E Munroe, hf, c, s, Lion D G Co, Toledo. 23 East 26th.

J Hertzberg, hf, S Kann, Sons & Co, Washington. 215 Fourth ave.

J A Johnson, hf, Potter, Davis Co, Cambridge, O. Herald sq.

L Hunkeler, hf, t, Elder & Johnston Co, Dayton. 2 Walker.

T A Keller, hf, c, t, Denholm & McKay Co, Worcester. 2 Walker.

A P Lyon, hf, Stix, Baer & Fuller D G Co, St Louis. 71 West 23d.

M G Michael, hf, Michael Bros, Athens, Ga. 258 Church.

S Fain, hf, New Idea Store, Providence. McAlpin.

Miss Mary Novich, c, H Novich, Waco, Tex. Hotel Hargrave.

H B Esterlin, hf, May Co, Cleveland. 37 West 26th.

A H Baum, hf, M Goldenberg, Washington. Cumberland.

J H Reese, c, g, Hager & Bros, Lancaster, Pa. 75 Spring.

C F Gordon, c, g, Gordon Jewelry Co, Shreveport, La. Wallick.

Mrs J C Nourse, l, Woodward & Lothrop, Washington. 334 Fourth ave.

E W Merritt, hf, c, W A Doody Co, Macon. Latham.

H Henderson, hf, c, t, Newman Merc Co, Joplin, Mo. 470 Fourth ave.

J D Lit, hf, Lit Bros, Philadelphia. 1261 B'way.

S Nachman, hf, c, g, Newport News. 1161 B'way.

A JUDICIOUS COLLECTION LETTER.

THE knack of writing successful collection letters falls to the lot of few. The retailer is always anxious to get his money from his good customers as well as the others, but the approach must be carefully and judiciously effected. The following collection letter is of the out-of-the-ordinary variety which presents a fair and reasonable reason why accounts should be paid:

"We need money to pay other people who need money—and won't wait. The enclosed amount is small, but that is all the more reason why it should be paid. A bunch of small accounts runs up into big money. If you pay this at once we can pay others at once, and business will be easier all around."

Some merchants enclose with their accounts to good customers a little slip bearing this inscription:

"Four of the sweetest words to be found in the English language—"Enclosed Please Find Check."

This is very suggestive and has more than once been known to produce good results.

THE GOLFERS.

THE August tournament of the Pottery, Glass and Brass Golf Club on the links of the Richmond County Country Club, Staten Island, is being played as we go to press. The morning round resulted as follows:

	out	in	h'dc'p
Magee	58	56	14
Smallwood	57	54	14
Lobsitz	64	71	30
Jones	83	85	30
O'Gorman	79	74	30
Hamilton	61	59	18
Miller, J. M	48	49	0

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Just about half the number of demands are to be considered at the joint conference of the workers' and manufacturers' committees Sept. 9-11 as there were two years ago. That there will be no trouble in the trade this season is promised on both sides. The list of demands published elsewhere in this issue shows that nothing has been asked but what can be worked out agreeably to all concerned. Members of the conference committees on both sides agree that another two-year agreement will be signed quickly.

* *

John Bahl, formerly a well-known local pottery salesman, and more recently in charge of the decorating department of the Trenle China Co., has become associated with the sales department of the Knowles, Taylor & Knowles Co.

* *

"If we can't get materials into this country in one way, we can in another," declared a supply dealer the other day. "Decals continue to be received here from Germany and other foreign countries through the mails, each package containing about 100 sheets" There is a delay in receiving English decals, however. Some who have bought editions for the coming year have not yet received them.

* *

Cecil Taylor, of the Taylor, Smith & Taylor sales force, has been spending a season at the home office.

* *

Among the buyers visiting the district of late have been Samuel Natkin, with The Fair, Chicago, Ill., and C. H. Churchill, with H. A. Meldrum & Co., Buffalo, N. Y.

* *

The Smith-Phillips China Co. report an active demand for the white and black dinner pattern on their "Princess" shape. This is an open stock proposition, and the call has been favorable ever since it was first shown.

* *

An improvement is noted at some potteries in the demand for plain white ware, but the call is admitted to be still below that of past summer seasons. Decorated ware continues to have the preference, and in many potteries the better class of treatments are selling the best.

* *

James C. Deens is now in Western territory for the D. E. McNicol Pottery Co., while Zed T. Smith is working the Eastern section.

* *

T. A. McNicol, president of the pottery company of that name, has returned from a week's stay in the Chicago district.

* *

President Homer J. Taylor, of the Knowles, Taylor & Knowles Co., accompanied by Will Murphy, of the Sebring Bank, are taking an extented automobile trip through the East, touching Boston.

* *

Report has it that a number of new dinner shapes will be placed on the market by local manufacturers in January. Modelers are now at work on the new designs.

* *

A very good demand is said to exist for salads, and several of the local plants have been doing a good business on these lines. Some of the largest buyers in the country, being unable to obtain imported goods, have been buying in liberal volume

* *

Rockingham and yellow ware is in very fair request. Bowls of the different sizes are having the best movement.

* *

Some exceptionally heavy business has been placed here of late by large buyers of scheme or premiun goods.

* *

The demand for the grill-room plate of the Taylor, Smith & Taylor Co. is holding up well. It is to be had in a variety of decorations as well as in plain white.

* *

An adjustment of the difference between some of the decorators and the Knowles, Taylor & Knowles Co. over a certain decoration being used on a large order has been adjusted—at least for the present. A committee of gilders and liners assert they were asked to accept a reduction upon a certain class of work, and this

they refused. A settlement was effected whereby a day-wage basis was reached—$3 for the men and $2.50 for the female help.

EXHIBITORS AT THE JEWELERS' CONVENTION.

AMONG the exhibitors of crockery, glass and kindred lines at the convention of the American Retail Jewelers' Association opened on Monday at the Grand Central Palace are the Cut Glass Products Co., comprising the goods of the Jewel Cut Glass Co., H. C. Fry Glass Co., Empire Cut Glass Co. and Chicago Cut Glass Co., under the supervision of C. H. Taylor, local representative; the Pairpoint Corporation, silverware, cut glass and lamps; John N. Illig, Corning, N. Y., cut glass, and the O'Mara Specialty Co., Brooklyn, mounted casseroles and novelties.

AT CHICAGO.

BUSINESS in the crockery and glass trade continued to show improvement during the past week. Collections were better, and travelers report that conditions are much improved throughout the Middle Western territory.

* *

Local retail trade has suffered to some extent, owing to the unfavorable weather, but the department store managers are not feeling blue about this, as they are convinced that any business which they lose now on this account will be made up later.

* *

The Franklin Glass and Mirror Co. have completed plans for the erection of a factory building on North Paulina street. The company plans to increase its output and will possibly go in for the manufacture of additional glass specialties for the department store trade. F. O. Walmsley is president, John T. Grabarek vice-president, and F. O. Gilsdorff secretary and treasurer.

* *

W. B. Andrews, representing the line of the Duncan & Miller Glass Co., Washington, Pa., has returned from a brief business trip to local points.

* *

F. E. Horras, cut glass buyer of Marengo, Ia., was making the rounds of the trade last week.

* *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., has about completed the work of marking goods for the holiday trade, in which task he has been engaged for the past few days.

* *

There are various opinions as to the effect the increase in the prices of imported china will have on the trade, some declaring that slight advances will not mean any lack of patronage on the part of the public, while others say that the increase, even though small, will do much to favor the buying of domestic china.

* *

E. W. Merrill, buyer for the New England Furniture and Carpet Co., Minneapolis, made the rounds of the local representatives last week and is said to have placed some substantial orders.

* *

Interest continues to grow in the all-water route from Chicago to New Orleans and points on the Pacific Coast via the Panama Canal. The deepening of the connecting link between the headwaters of the Illinois River and the South branch of the Chicago River to a depth of eight feet will mean that large vessels can come up to Chicago for loading. The transportation charges are bound to be much less. An appropriation for deepening this water-way was made at the last session of the State Legislature.

* *

M. B. Tinker, salesman for the Central Cut Glass Co., is recovering from the injury he received while cranking his automobile a few weeks ago and expects to be able soon to visit the trade once more.

* *

Charles Porter, president of the Chicago Advertising Association, stated this week that at the last meeting of the organization a fund was created for the purpose of prosecuting fraudulent advertising in this city. Under the new State advertising law no merchant is allowed to advertise goods for other than what they are and such things as fire sales, or bankruptcy sales, held where neither a fire nor bankruptcy has entered into the case, are to be stamped out, and the perpetrators of the impositions on the public will be prosecuted. The "auction" evil in this city is one of the things which

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

STATE HOSPITAL COMMISSION,
ALBANY, N. Y., Aug. 26, 1915.

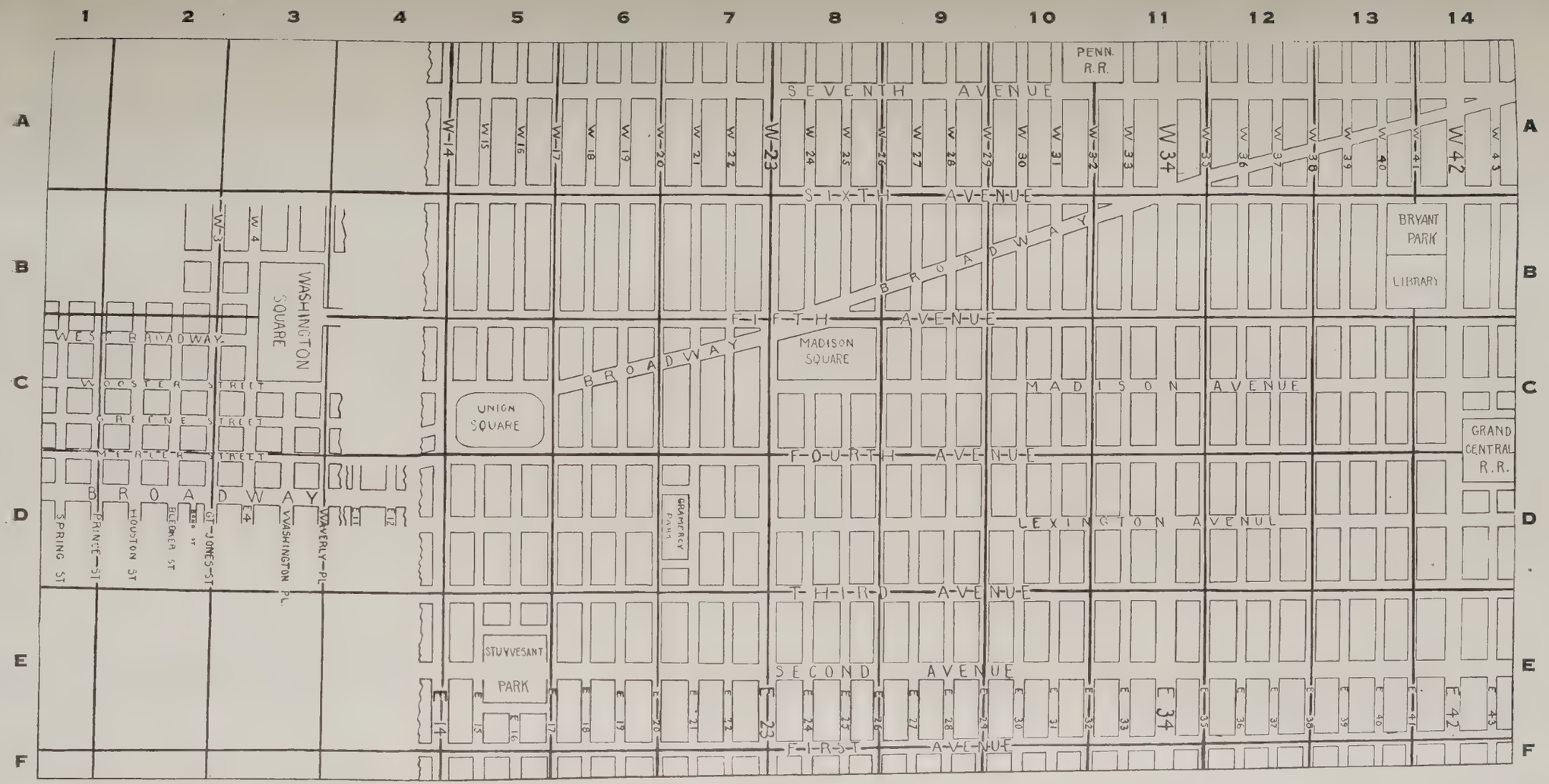
PROPOSALS—Sealed proposals subject to the usual conditions will be received up to 10:30 a.m., September 8, 1915 for furnishing the New York State Hospitals for the Insane with crockery and glassware for a period of one year, deliveries beginning October 1, 1915. For further information address the PURCHASING COMMITTEE for State Hospitals, Room 138, Capitol, Albany, N. Y.

HELP WANTED.

WANTED—By an English importing house, an experienced china and earthenware salesman for the South. One who has good connections, particularly in Texas, desired. Communications confidential. Address Box A 956, this office.

SALESMAN acquainted with Eastern and Southern trade to carry line of domestic pottery. Address, giving age, experience and reference, Box A 458, this office.

Locations of Firms in the Uptown District



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, O. D., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co, 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Northwood, H., Co., 19 Madison ave.....C-8

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 85 Fifth ave.....C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6

Continued from page 20.

will receive first attention, as it is recognized that the department store trade is much injured by these fakes. The usual custom is to rent a vacant storeroom, get in an inferior line of chinaware and miscellaneous house-furnishings, put out a huge red banner over the sidewalk, and hire a barker. Electric light bulbs swing near the auctioneer, so that he may place them inside a teacup or other piece of china to show its thinness to the gaping crowd. If these auction sales can be stamped out through the activity of the local advertising association, backed by the new fund, the business of the china and glassware departments in the stores will be increased at once beyond any question.

* *

Julius Oppenheimer has decided to erect a new department store at the corner of South Ashland avenue and Forty-seventh street.

TRAINING SALESWOMEN.

FORTY-FOUR young women received diplomas from the Department Store Education Association at a dinner given at Stern Brothers, this city, recently. This was the outcome of the organization's first experimental course in salesmanship. The Department Store Education Association, of which Miss Anne Morgan is president, is a young—but promising—undertaking. Stern Brothers is the first store in the city to take it seriously.

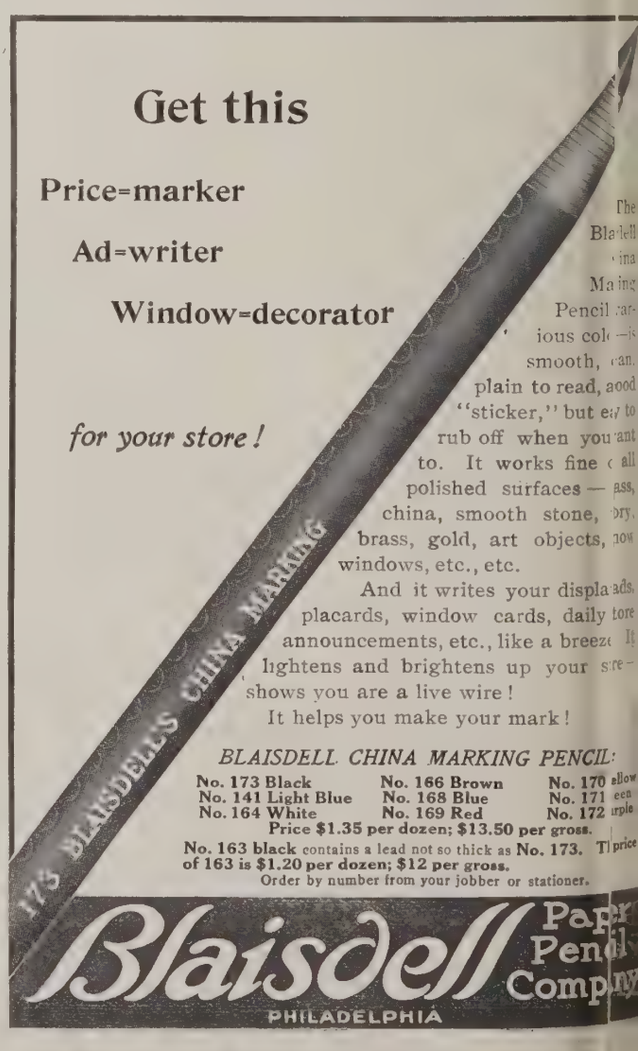
"What benefits do you consider these forty-four girls have derived from it?" was asked of Miss Beulah Kennard, educational director of the organization.

Miss Kennard, in addition to being a lecturer on efficiency, has been president of the Western Pennsylvania Association of Women Workers and a member of the board of the National League of Women Workers, and served for two years on the Pittsburgh Board of Public Education.

"We hope they've derived a chance at a more promising future than they had before," she returned. "We hope they know a little more about the things they are trying to sell than they did before. As no advertising writer can make his advertisements 'pull' unless he has familiarized himself with what he is writing about, so no girl behind the counter can make her goods draw trade unless she knows what she is talking about.

"In recent years there has been a great deal of energy spent in behalf of the saleswoman. In view of that fact, it is amazing how little actual concrete knowledge is available along lines directly related to the girl and her job. A definite standard is absolutely lacking. First came the welfare work, which largely found its impetus from the outside, though the inside of the store readily took up suggestions and put many improving conditions into effect. There were rest rooms, restaurants; many of the stores instituted emergency hospitals and put a doctor and trained nurse on their staff. But beyond the fact that all this assisted in helping the gi retain her health—which, after all, is her right—it did t help her in her work. Connected with welfare wo there is always a certain element of patronizing. Th is inevitable. If you accept assistance of any sort yo naturally assume a certain degree of obligation. If yo are the one being helped you are sensible of that obli tion, though it never be mentioned. Nobody wants to "welfared" and these girls wanted a chance—with the job.

"Then came along an attempt, from the inside, educate them in their work. But it was all in a lar general way. They were taught to be polite. Thats like telling little girls to be good. If they are brou up in a vulgar, common environment they're not goi to be dependably polite, no matter how much they told. They were also told that they must show inte gence and interest where their goods were concern But there was nothing definite and detailed in the kno edge obtainable about those goods to stimulate them be either interested or intelligent. The best they co do was to find out what they could for themselves, simulate a knowledge they didn't have. A certain partment store manager's card of requirements manded the following: 'Expert saleswoman; expt knowledge of consumer in relation to goods.' Now, e



La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

girl who was all that could command an expert's salary as a manager herself."

"How is the training you offer going to lead them definitely to better things?"

"The more they know about what they are handling, the more their sales, the better their own value to the establishment. There has been a great deal of agitation about the minimum wage. Yet in a survey we have been able to make we find that a large percentage of the girls come from the seventh and eighth grades. They are not worth more than six or seven dollars. There should, however, be a just system of promotion. As it is now those who climb higher are largely dependent upon chance. There might be an opening in the store in the baby wear department, and the girl at 'notions' have real possibilities as a coming saleswoman. But the chances are that the woman putting in an application as having had three years' experience in selling baby clothes in another store would stand a much better chance of getting the job than the little girl in the notion department."

"Does not the standard of wages involve the whole moral question of accepting an income outside their regular salaries?"

"It is a wicked thing to say," she replied, "that because a girl is getting six dollars a week she must be living an immoral life. Many a girl, on that income, is living in a furnished room, going without meals she needs, and existing in a way she has no business to do from a health point of view. On the other hand, if girls are given low salaries and are expected to look neat and well dressed all the time, of course it is next to impossible for them to comply. Squareness on the part of the store is what the employee has a right to receive and should have. Then the store has every right to demand a square deal in return. The more the saleswomen know about what they are doing, selling, talking about, the bigger and more satisfactory will be the returns to the employer."

Naturally the Association will later develop into a laboratory, with all the new theories put into practice, worked out there for other stores to observe. It is the hope of the Association to have other stores convinced of the value of the undertaking and join the organization.

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Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. **66 WEST BROADWAY**

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. **25 WEST BROADWAY.**

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Importers and Manufacturers.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. **25 WEST BROADWAY.**

THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.

Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:

Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co

71-73 MURRAY ST.

Oscar O. Friedlaender,

Illuminating glassware. Cristolleers. Semi-indirect lighting devices

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

GUERNSEYWARE.

16 West Twenty-third Street.

Haviland & Co

11 East 36th St.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.



The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.

L. D BLOCH & CO

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

Tel., Madison Square, 6435 and 6436.

MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

Tel. Madison Square 9723.

H. NORTHWOOD CO.,

Plain and Decorated Crystal and Colored Glassware.
LUNA Illuminating Glassware.
C. J. Dela Croix in charge.

Tel. Madison Square 9723.

O. D. DELA CROIX,

China and Cut Glass.

Eastern District Manager Consolidated Mfrs' Co., China, Plain and Decorated Dinner and Toilet Ware.

19 MADISON AVENUE, Bet. 24th and 25th Streets.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
Huntington Tumbler Co., Blown Glassware, plain, cut, enameled and etched.
Indiana Glass Co., Pressed Table Glassware and Lamps.
Edwin M. Knowles China Co. High Grade Dinner and Toilet Ware.
Lancaster Glass Co., Pressed Crystal and Decorated Glassware and Vases.
Jos. Phillips & Co., Hand Engraved and Cut Glass.
The Sterling Glass Co., Rich Cut and Engraved Glassware.
Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

n China, Limoges. Gustafsberg China, Sweden.
theim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,

W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

Representing Porzellanfabrik Tirschenreuth,

105-107 FIFTH AVENUE.

The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

43 WEST TWENTY-THIRD STREET.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

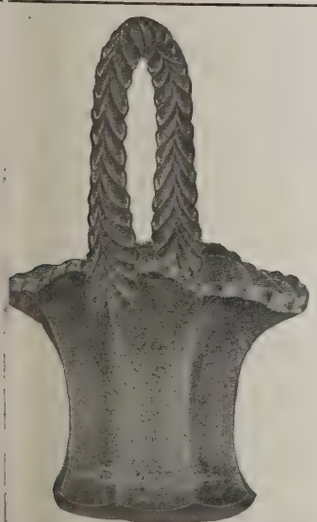
MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge. Western Salesmen: W. H. Duval, Gerard S. Bryce.

ROBERT RAWSTHORNE ENGRAVING COMPANY,

Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell-Court-3682 P&A Main 1196 PITTSBURGH, PA.



No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

THE DUNCAN & MILLER GLASS CO.,

WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah.
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco, Ca

ESTABLISHED 1869.

B. F. DRAKENFELD & CO

Incorporated

Pottery and Glass Colors.

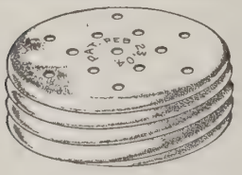
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

50 MURRAY STREET, NEW YORK

East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.
Formerly Hogan Mfg. Co.,
NEPERA PARK, N. Y.
Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.
J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

WILLIAMSBURGH FLINT GLASS
MANUFACTURERS OF
Inverted and Q Gas and Electric Globes, in all colors.
Chimneys, Lantern and Fish Globes.
Private and Special Mould Work.
New York Office:
96 Park Place.
Factory
Brooklyn

INCREASE YOUR PROFIT BY USING AN
Efficient Cost System
W. E. LANGDON
Certified Public Accountant. Efficiency Engineer.
Harrison Building, Columbus, O.

The St. Louis Crystal Glass
FOUNDED 1767.
Works: Munzthal—St. Louis, Lorraine, Germany, and Pari
FINE TABLE GLASSWARE.
E. TORLOTTING, Agent, 35 West 23d St., New Y

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

Full lines of samples can be seen at our agencies

THOS. G. EDGE,
66 West Broadway, New Yor
C. H. PARSHALL,
409 Granite Bldg., St. Louis,
J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.
Baltimore, Md.
GEO. H. RUTH,
16 N. Sixth St., Philadelphia.
A. L. McMULLIN,
136 Federal St., Boston, Mas



Fac-simile of Label.

MADE IN AMERICA

The ROESSLER & HASSLACHER CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—**COLORS**—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS
PERTH AMBOY
N. J.

WAREHOUSE:
East Liverpool
Ohio

HARRY W. SMITH
Manag

FRY GLASS

Fry Quality

Look for the Gold Label on Cut Glass.

SAMPLE ROOMS:

Fifth Avenue Bldg., New York.
806 Heyworth Bldg., Chicago.
At factory, Rochester, Pa.

A
"Standard of Excellence"
CREATED BY

BEAVER VALLEY GLASS CO.

ROCHESTER, PA.

Plain and Etched Glassware.

SEE IT!

Catalogue of Etched Glassware will be sent on request.

New York Sample Room, 71 Murray St.

STEADILY SUCCESSFUL.

"GLENDORA" Dinner Shape.

Made a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



Decorations, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

Cartwright Bros.,

EAST LIVERPOOL, OHIO.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles
Cuspidores and Match Safes.
Casseroles and Baking Dishes.
Fire-Place Fixtures, Andirons, Fire Sets.
Fenders, Coal Hods, Umbrella Stands, etc.
"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

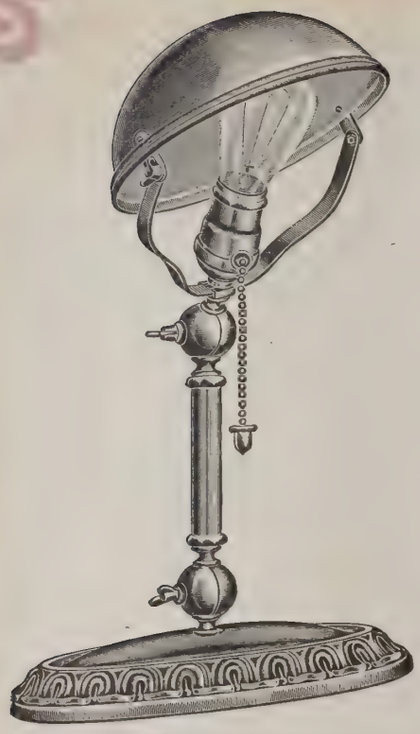
Rolling Mills and Factories:
27th and 28th Sts. and 1st ave.

Western Sales Office,
180 N. Dearborn St., Chicago,

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



No. 439. Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

Plumwood

Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

YOUR BUSINESS—IS IT GOING RI



No. 1243½.

Buy our
of Gas,
and Oil L
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Show
principal
salesmen
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New
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Are yu
ested?

The Pittsburgh Lamp, Brass and Glas

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston, 127 Federal St

PILABRASCO

St. Louis, 614 Lacle Light Bldg.
Baltimore, 122 W. Ba
Chicago, 110 S. Wa
San Francisco, 61 Mi

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Can
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & Co

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIG

It costs but five cents and a *few* minutes' ri
come to our store from *any* part of Ne
City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Bu
Gas Burners, etc., etc

68 and 70 Park Place, Between Church St. and West Broadway, **New York.**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Ra
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

o 82. No. 10

Sept. 2, 1915

K.T.&K.

S—V

CHINA.

HANDSOME NEW DECANTERS.



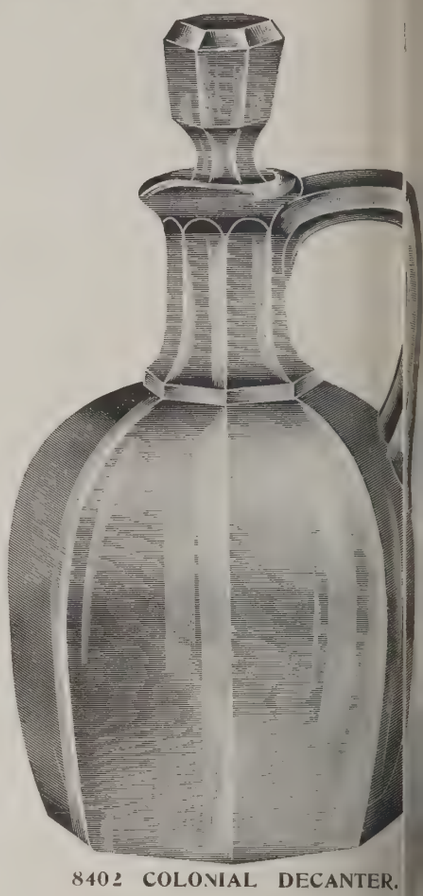
8403 ART CUT DECANTER.

QUALITY QUALITY

ONE a Colonial, perfectly plain; the other a figured pattern; both adapted for everyday use.

If you are looking for an article which will command attention, don't fail to investigate these decanters.

United States Glass Co.,



8402 COLONIAL DECANTER.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

IMPORTANT ANNOUNCEMENT.

I have added to my display of

CELEBRATED AHRENFELDT CHINA

and

SCHIERHOLZ ART CHINA

a line of DECORATED GLASSWARE produced in this country and called

"PATE RIZ."

This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer,

52 Murray St., New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company.

POTTERS.

THIS TRADE THE COLONIAL CO. MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND HOTEL WARE,

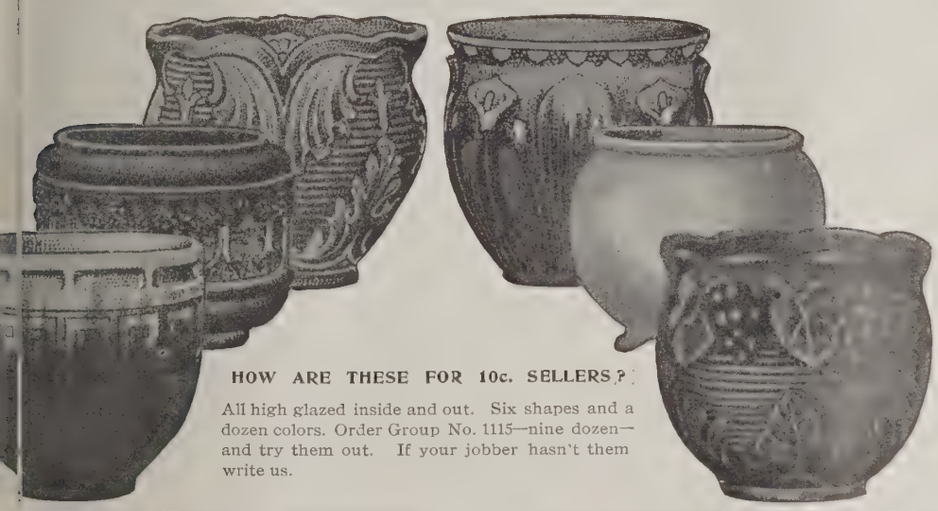
FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



HOW ARE THESE FOR 10c. SELLERS?

All high glazed inside and out. Six shapes and a dozen colors. Order Group No. 1115—nine dozen—and try them out. If your jobber hasn't them write us.

"THE LINES THAT SELL."

We are showing this year the greatest lines of staple and fancy

JARDINIERES, PEDESTALS, UMBRELLA JARS, Etc.,

ever shown by one factory in America.

Ask to see our

NEW MOSS GREEN.

It's a winner. Not expensive.

— THE —

Brush-McCoy Pottery Co.,

ZANESVILLE, OHIO.

New York, Cox & Lafferty, 25 Park Place.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA

VITRIFIED BODY & HARD GLAZE

FOR USE IN HOTELS, CLUBS, RESTAURANTS

INSTITUTIONS &c.

UNDERGLAZE BORDER PATTERNS

COLOR LINES &c.&c.

BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA.

HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915 Samples

NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO

46 MURRAY ST. - - - NEW YORK

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

New designs in light cuttings on Water Sets, Berry Sets, Comports and small pieces. Lead blown hand work.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

A. L. McMULLIN,
136 Federal St., Boston, Mass.

THE VAN GLECKLAND PORTABLE GAS LAMP.

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic r design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it e- clusive. It yields a good pro on the lamp sale and establishes a con- tinuous profit on the sale of carbid

Write us for detailed descripion. also our comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

A. GREDELUE.



Glassware
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

3 to 51 West Fourth St., New York.

GUERIN & CO.,

Trade Mark
W.G. &Cº

of Limoges, France,

Trade Mark
MARK ON WHITE
J.P.
L.
FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Extend a cordial invitation TO ALL to visit their new showrooms at

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

ESTABLISHED 1818.

No present can be more acceptable than Libbey Cut or Engraved Glass.

Because the trademark that is unconsciously looked for, always, as the proof of excellence, is

LIBBEY

"THE WORLD'S BEST."

So the giver has the satisfaction of knowing that the recipient will recognize the gift as a piece of flawless craftsmanship.

And there is the added satisfaction of knowing that it is quite the "latest thing."

Suggest such thoughts to your customers.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 2, 1915.

THE CONDITION OF BUSINESS.

New York

While there is still a considerable amount of trading being done, it fell off appreciably the latter part of the week. The department store buyers, who are most in evidence, are still adhering to the hand-to-mouth policy, and many of them say that they have been instructed to buy as little as possible consistent with their immediate needs. This course of action leads many to believe that until times are much better the department stores will not place large orders for future delivery.

There is a prospect of more German goods coming into the market in the immediate future. A great many invoices have already been released, and more are being negotiated for. But it will be some weeks before they can be delivered.

French wares are coming forward with fair regularity, and there is little complaint about the shipments of English goods. Japan is sending her full quota right along.

The American factories are getting a good deal more business, and the outlook is very bright for them.

Very little glass is coming forward from either Germany or Belgium, and in consequence manufacturers of blown goods in this country have been getting some good business.

Pressed glass, except for specialties, is still a little slow.

While there is an increased demand for cut glass, the fact that the factories are not running to any large extent is pretty good evidence that the trade has not yet come back to its normal proportions. But there is a belief that with the coming of fall the business will revive. The demand will probably be for light cuttings and floral ornamentation rather than for mitre cuttings.

The lamp trade is spasmodic. Here and there a good order is placed, and then there will be a lull.

Retail trade in the city is still quiet, though most of the department stores say that they are holding their own against last year. However, this is not saying much, as the effects of the war were beginning to be felt a year ago. Trade in the country is doing fairly well, but there is no great activity anywhere. Another fortnight ought to make a considerable difference, because by that time summer sojourners will be returning to their homes.

In spite of the fact that there was a falling off in trade this week, there is every reason to be optimistic as to the future. On Monday one of the morning dailies published a symposium of conditions in various trades throughout the country. The consensus of opinion was that while there was no boom outside of war munitions there was an appreciable improvement in trade, and this was growing. There was a steady, upward movement in consumption in every branch, which would indicate that the people at large were getting back to a more normal condition as regards purchases, not only of necessities, but of luxuries. This hopeful view of the future is shared by a number of the crockery and glass men—they, too, having within the last month found a livelier trade and a better feeling among

their customers. With short stocks and a good demand, better prices ought to be obtained and some money made this year.

East Liverpool and Vicinity

The buying of general ware during the past week has been rather "spotty," but even at that arrangements have been completed for the operation of six additional kilns in this district. Some potteries report an active business; others assert they have only a fair amount of advance orders on their books. More or less business, however, has been booked for September delivery, and even into October. Shipments are prompt, indicating that the manufacturers are in a position to take care of all orders within a reasonable time.

Pittsburgh and Vicinity

General business with the glass factories in this section has been rather dull during the past week. While some new business has come forward, orders have been spasmodic, and the factories are not running up to the standard usual at this season of the year. Manufacturers maintain, however, that the fall season is bound to show an improvement. The demand for portables is strong. Orders for blanks for cutting purposes show a decided improvement. Tableware is unusually slow.

DEVICE FOR EVALUATING TUNGSTEN LAMPS.

IT is well known that a change in the voltage applied to the terminals of an incandescent lamp changes the candlepower, current, and in consequence the wattage (watts = volts x amperes) and the watts per candle. If these changes are followed from point to point, relations among the variables may be found and plotted as charactistic curves. The equations of these charactistic for tungsten lamps have been found by the Bureau of Standards, Department of Commerce, and a special application of the equations has been made in a device which gives a solution of problems involving voltage, candlepower, and watts per candle.

In this device the volt scale is movable, and, by setting it to the other scales at a point corresponding to the observed watts per candle, values of per cent candlepower and of actual watts per candle may be read directly from the proper scales, or converse problems may be solved. Use of this device results in a decided saving of time when compared with other methods of characteristic evaluation. In connection with the device are given tables of values used in its construction and practical examples illustrating scale settings.

The report upon this subject, just issued, has been designated Scientific Paper No. 253, and copies may be obtained without charge upon application to the Bureau of Standards, Washington, D. C.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of June, 1915, compared with the same month in the preceding year, were as follows:

	1914	1915
Great Britain	$218,747	$240,994
Austria	40,551	13,038
France	136,876	73,700
Germany	363,686	202,184
Japan	132,841	109,595
Other Countries	32,691	37,829
Total	925,392	677,340

FOR TWELVE MONTHS ENDING JUNE.

	1913	1914	1915
Great Britain	$2,439,412	$2,450,251	$2,377,898
Austria	668,173	664,371	401,009
France	1,704,441	1,659,768	1,050,738
Germany	3,859,095	4,158,243	3,147,709
Japan	1,195,570	1,350,017	1 258,390
Other Countries	306,072	346,508	445,728
Total	10,172,763	10,629,178	8,681,472

TOYS.

	1914	1915
Germany	$721,437	$368,466
Other Countries	131,851	68,280
Total	853,288	436,746

FOR TWELVE MONTHS ENDING JUNE.

	1913	1914	1915
Germany	$6,900,774	$7,718,854	$6,782,851
OtherCountries	1,034,781	1,365,165	1,302,512
Total	7,935,555	9,084,019	8,085,363

GLASSWARE.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1914	1915	1913	1914	1915
$208,959	$63,327	$2,162,403	$2,468,128	$1,611,840

CHINA CLAY.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1914	1915	1913	1914	1915
$128,275	$154,301	$1,750,058	$1,577,747	$1,498,071

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1914	1915	1913	1914	1915
$77,799	$36,835	$667,486	$872,690	$523,904

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

"I cannot but help believe that every glass factory in the country will have all the business it can conveniently take care of this fall," declared one of the best known men in the glass manufacturing business this week. "There is little glass being imported, and the last Federal statistical record shows that the imports are decreasing. Stocks in warehouses are diminishing, and the demand is bound to show an increase sooner or later. Just as soon as the money now being delivered here for war orders gets into circulation, generally speaking, one is bound to see a boom in the glass trade that has not been experienced in years. So far as our plant is concerned, we are preparing to take care of big business, and I know that others are doing likewise."

The activity in the gas and electric portable market during the past fortnight has been one of the bright spots in the glass trade. New business has been unusually good, and orders have been of large volume. Early deliveries are wanted, and some of the highest-priced lines appear to be in popular demand. The several new lines are taking exceptionally well, and from present indications the portable business this fall will be better than in several years.

Fires have been lighted in the plant of the New Cumberland (W. Va.) Glass Co., and a steady run on chimneys is insured until the end of the year. The company recently opened a sales office in this city.

Glass manufacturers in this State who have hitherto been exempt have been assessed a $5 tax. Capital invested in manufacturing was exempted from taxation a number of years ago in order to encourage industries to locate within the State. A goodly number of the 6,300 domestic and 5,000 foreign corporations doing business in this State now pay the $5 tax.

The former board of directors was re-elected without opposition at the annual meeting of the stockholders of the United States Glass Co. last week, viz.: William M. Anderson, J. D. Ayres, L. Z. Birmingham, Marion G. Bryce, James F. Challinor, W. D. George, Charles J. Kappler, L. A. Meyran and David Yost. The election of this board insures the re-election of all former officers. The annual report of the company was as follows:

UNITED STATES GLASS CO.

RESOURCES.

Property, works, etc		$2,414,365.22
Inventories, glass, material, etc.		566,304.34
Accounts Receivable		426,570.31
Bills Receivable		1,479.23
Cash		63,626.06
Investment Securities		21,622.52
Glassport Land Co.—Investment Account		709,268.09
Glassport Land Co.—Loan Account		52,005.00
		$4,255,240.77

LIABILITIES

Capital Stock		$3,200,000.00
Bonds Outstanding	$390,000.00	
Bonds in Treasury	800.00	
		389,200.00
Bills Payable		285,000 00
Accounts Payable		141,509.62
Surplus		239,531.15
		$4,255,240.77

GLASSPORT LAND COMPANY.

RESOURCES

Property Account	$891,195.12
Accounts Receivable	57,028.27
Cash	3,224.70
	$951,448.09

LIABILITIES

Capital Stock	$500,000.00
Bills Payable	165,000.00
Mortgages Payable	22,800.00
Accounts Payable	2,375.00
U. S. Glass Co.—Loan Account	52,005.00
Surplus	209,268.09
	$951,448.09

Frank Gardner, glass buyer for Boggs & Buhl, has been enjoying an automobile trip to his former home in Michigan.

The Tarentum Glass Co. has created a new line of candlesticks, thirty-one numbers being included in the "Edison" and "Elite" shapes. These are to be had in

5, 7, 8 and 9 inch sizes, and are decorated in black and white, matt white, matt green, and other colors and finishes.

Two new vases are being shown by the United States Glass Co. in acid etched floral designs known as the "Daffodil" and "Rose." Also a 16-inch lead glass dish for cutters.

Among the buyers visiting the district of late were J. A. Davis, with the Penn Traffic Co., Johnstown, Pa., and Thomas A. Neely, with Strauss-Hirshberger Co., Youngstown, O.

W. B. Cullum, of Moundsville, W. Va., has just been granted a patent on a valve to control the flow of water through the plunger used in the manufacturing of glass bottles. The exclusive right to use this patent has been secured by the Tygart's Valley Glass Co., Grafton, W. Va.

Local jobbing interests report a falling off in the demand for cut glass, although some popular light cut lines are still in good request.

The Oriental Glass Co. is doing a very favorable export business on decorated table glassware and souvenir goods, a considerable number of shipments going to England. South America has also been buying liberally this season.

The general demand for summer specials, such as iced tea sets, jugs and tumblers, continues moderate. The decorated lines are in most favor, although crystal is holding its own.

Soda tumblers are in very good request, some of the Western drug houses forwarding good business to local plants during the past fortnight.

Printed reports of the proceedings at the joint wage conference held recently at Atlantic City between committees representing the glass manufacturers and workers have been mailed to the trade by Secretary John Kunzler of the Glass Association.

Work on the new addition at the plant of the Norwood Glass Co., Clarksburg, W. Va., is nearing completion, and the entire factory will be placed in operation next Monday.

Stephen Hipkins, a glass worker at Martins Ferry, O., has been granted a patent on a new glass soap dish.

For the first time in many years the plant of the Fidelity Glass Co., at Tarentum, Pa., is in full operation, the two furnaces having been placed on three shifts daily.

With a capital stock of $50,000 the Belmont Tumbler Co. has been formed at Bellaire, O., by George O. Robinson and others.

On account of the non-delivery of a shipment of sand the Haskins Glass Co., at Martins Ferry, O., were forced to suspend operations in the manufacturing department during the early part of the week.

GREENHUT TO FORM NEW CORPORATION.

THE following announcement has been made by counsel for the bankrupt J. B. Greenhut Co.:

"The bids made on behalf of the reorganization committee having been accepted, a decree confirming the sales of the assets has been made by the United States District Court. This decree was entered after a hearing at which creditors of all classes signified their approval of the acceptance of the bid, with the sole exception of Mrs. Frank E. Vogel, a bondholder.

"A corporation will be promptly organized under the corporate title of Greenhut Co., which will take over and conduct the entire business as a going concern without interruption of any kind. All that remains to be done is to perfect the details of the incorporation of the new company and the transfer of the business. It is expected that the completion of the details in connection with the transfer will take about a week, at which time the trustees will, in accordance with the decree of the court, turn over the business as above mentioned."

WOMEN TO STUDY CERAMICS.

THE Connecticut College for Women, New London, Conn., is arranging a course in ceramics for those of its scholars who are anxious to specialize along certain defined lines. Kilns have been built in the basement and a special classroom provided for the work. Miss Jane Hoagland, instructor of pottery at the Teachers' College, Columbia, is to be in charge of the course.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

A Binswanger, hf, c, Jos Horne Co, Pittsburgh. 470 Fourth ave.

L Herman, c, g, Danville, Va. 40 East 22d.

C J Osborne, t, S Kann, Sons & Co, Washington. 215 Fourth ave.

B W Mountjoy, hf, L S Ayres & Co, Indianapolis. 220 Fifth ave.

W B Stanton, hf, c, t, Stewart & Co, Baltimore. 18 West 35th.

J H Kazanjian, c, J H Kazanjian & Co, Newport. Park ave.

A F Brockman, hf, The Fair, Chicago. 225 Fourth ave.

B Moody, c, g, l, Newcomb, Endicott Co, Detroit. 200 Fifth ave.
C Meyer, hf, W C Meyer & Sons, Pittsburgh. Grand.
Brewer, c, Burlington, Vt. St Denis.
Denniston, hf, c, J D Purcell Co, Lexington, Ky. 105 Grand.
ohn A Lloyd, t, J B Wells & Sons' Co, Utica. Grand.
J Kline and R J Calm, hf, Dives, Pomeroy & Stewart, Harrisburg and Reading. 2 Walker.
W Waldorf, hf, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.
Murphy, t, W & A Bacon, Boston. 1133 B'way.
Ir Shevack, t, B Nugent & Co, St Louis. 470 Fourth ave.
A Richards and W D Heller, United Five and Ten Cent Stores, Baltimore. Breslin.
M Averill, l, Jordan Marsh Co, Boston. 31 Union sq.
E Miller, hf, W F Gable & Co, Altoona. 2 Walker.

AT CHICAGO.

DURING the past week a number of buyers have visited the city and placed substantial orders. Business from salesmen on the road has also been encouraging.

* *

"Bob" Worrell, china and glassware merchant of Mexico, Mo., was one of the optimistic visitors last week.

* *

Building permits have been unusually numerous the past week, and the lighting fixture men are again feeling cheerful. In the absence of labor troubles work on all construction projects is now going rapidly ahead.

* *

J. A. Jacobsen, representative of the Consolidated Lamp and Glass Co., Coraopolis, Pa., has returned from a business trip to New Orleans and other points in the South.

* *

N. M. Garver, a department store buyer from Seattle, Wash., passed through the city last week on his way to the Eastern markets.

* *

Opinion is growing that the case of the Government against the lighting fixture men who were indicted a few months ago will never come to trial.

* *

Arnold Struggell, buyer from Tuscola, Ill., was here last week making calls on manufacturers' representatives.

* *

With the approach of autumn there is a chance that the bowling club organized last winter among the china and glassware men will come to life again.

* *

Manufacturers' representatives report that the State street buyers are placing business in a satisfactory manner. The inquiry for all lines of glassware is brisk, and seasonable goods seem to have the call. There is not such a demand for glass specialties and freak productions.

* *

Mr. Howell, of Pitkin & Brooks, says that trade, both local and outside, is becoming brisker as the fall season approaches.

* *

M. E. Leavens, department store buyer of Fulton, Mo., was buying goods here last week.

* *

James McHugh, traveler for the Steubenville (O.) Pottery Co., was shaking hands with acquaintances here last week.

* *

There is a rumor in the trade that the capital stock of Siegel, Cooper & Co. is to be increased $1,000,000.

JOTTINGS BY A QUIET OBSERVER.

THE tendency to buy more from stock and less for import has been growing for some time—it began even before the war—and it is now very evident that the stock business will increase and that a good many firms which have never carried stock will have to do so. Within the past year several concerns which dealt strictly on import have broken the ice towards a return to the stock business by laying in a few open stock dinnerware patterns. Others will undoubtedly follow, and all will be forced to get better prices. When the import business was first started, about forty years ago, there was a difference of about twenty-five per cent between stock and import goods. This has been whittled down until in many instances the difference has only been ten per cent. No firm can do business on any such percentage of profit, and if the retailers are going to buy from stock they must make up their minds to pay stock prices. More than five years ago it was predicted in these columns that a return to stock business was inevitable. The action this fall of buyers seems to confirm the conviction expressed at that time.

Importers of German goods are considerably exercised over the fact that a law firm was able to influence the British Government in allowing shipments when they and our State Department seemed to be helpless. Right on top of this comes word from Germany that Americans doing business in that country, and Germans handling American products, are in need of goods and are berating the English Government because of inability to procure them.

John W. Aymar, the one-time crockery and glass salesman, is certainly an organizer. No one, unlesss he is on the inside, can conceive of the labor necessary to conduct the Asbury Park Baby Parade on or-

dinary occasions; and when it comes to such an affair as was held Aug. 25 there is more work than most men would care to undertake. The parade this year was the Silver Jubilee, and the largest and best ever held there. Over 700 children, ranging from four months to fifteen years of age, took part. Col. Aymar was in his element, and when he made the rounds of the arena with Mary Pickford, the "movie" actress, was loudly applauded. He is large of girth and Miss Pickford is very slight. The contrast was amusing.

Banking circles are much excited over the fall in sterling exchange to $4.55. The normal rate is about $4.86, and the importers of English earthenware are making money by the drop. On a payment of $20,000 over $1,000 clear profit is made at this rate.

TAKES A WELL-EARNED REST.

PETER J. O'NEILL, who has been with L. Straus & Sons for about thirty-five years, has retired from business. He was a prominent figure as a buyer in more ways than one. He knew his business well, was always ready to look at goods, and was in good repute with all salesmen. While his absence will leave a void, everybody will congratulate him upon the fact that he may take life easy for the rest of his years. He has been provident, and it is hoped he will live long to enjoy the fruits of his labors. He is succeeded by Hugh Grant Straus, assisted by H. J. Moscovitz, formerly buyer for Simpson-Crawford Co. At the time of Mr. O'Neill's retirement, Mark Hanna, his assistant for many years, also resigned. Miss Heidt is in charge of the glassware. Theo. Smith is buyer of lamps.

POTTERY IN THE MAKING.

IN Wanamaker's window on the southeast corner of Broadway and Ninth street is a display that is attracting crowds of people by virtue of the fact that it shows the various stages in the manufacture of pottery. Ball clay, imported and domestic china clay, feldspar and quartz are shown separately and as finally prepared for working. Molds of various designs are on view, together with saggers, and then comes in succession pieces of ware in the biscuit, glazed, white and decorated, the materials for and process of making the glaze being shown, with a sheet of decals and the method of applying decorations.

For a background there is a fine display of French, English and German china, above which towers a colossal figure of Palissy—probably the largest statue in pottery ever produced. There are also four female figures in Italian ware, representing the seasons, and a huge jar or pot which will hold probably 100 to 150 gallons.

The Mercer Pottery, Trenton, furnished the raw material, saggers, molds and unfinished ware.

John Hawthorne and his son Langley, who assists in the management of the Wanamakar china and glassware department, are entitled to great credit for the skill and ingenuity evinced in this educational window display.

The house is just entering upon its regular September sale of crockery and glassware, and this display is to advertise it. The three days' advance sale (during which goods might be purchased, but no deliveries would be made until after September 1) brought them a lot of orders. The exhibit is the best they have ever made, both as regards quantity, quality and price, and if the sale keeps up as it began it will be a record-breaker for New York.

FAST APPROACHING COMPLETION.

FRANK R. MARTIN, who is establishing a fine art store in Detroit, Mich., announces the formal opening for Monday, Sept. 13. Those who know Mr. Martin feel assured that the display will be worthy of his taste.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 14, '15	Corresponding period 1914	Exports Jan. 1st to Aug. 14, '15	Corresponding period 1914
Boston	79	63	3338	4375
New York	89	266	6064	6512
Baltimore	....	401	5168	6102
Philadelphia	45	267	1912	1850
New Orleans	....	20	497	850
Newport News	7	....	61	86
San Francisco	....	....	1286	1007
Portland, Me.	....	....	1006	991
Galveston	....	....	....	545
Portland, Ore.	....	....	140	....
Inland Points	1	....	407	397
Total	221	1017	19879	22715

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 7, '15	Corresponding period 1914	Exports Jan. 1 to Aug. 7, '15	Corresponding period 1914
New York	143	286	5975	7069
Boston	242	....	3259	4382
Philadelphia	94	88	1855	1620
Baltimore	76	110	5168	5701
San Francisco	2	272	1256	1047
New Orleans	12	....	497	905
Portland, Me.	....	....	1006	994
Galveston	....	....	....	545
Newport News	....	....	54	104
Portland, Ore	....	....	140	....
Inland Points	29	47	458	256
Total	598	803	19668	22623

THE METROPOLITAN MARKET

In the retail department of the Royal Copenhagen Porcelain Co. the beautiful vases which are one of the features of this concern's productions are daily filled with fresh flowers, and as many as will look well are placed in the window with a small card attached stating the kind of flowers and that they will be given free to purchasers of the vases. Mr. Lober says: "It's surprising how many more I sell in this way than by just displaying the vase alone. Not only does the vase appeal to the customer, but the idea of getting it filled with flowers proves irresistible."

The dealer can spend some time very profitably in a call at the salesroom of C. Dorflinger & Sons, where there is a collection of new samples in table glassware well worth attention. Among the lines that will repay examination are the "Akubia," a most effective matt rock crystal engraving on a well-proportioned shape; the "Bolturia, an elaborate polished rock crystal engraving; and the "Primula," a combination matt and polished design on a very dainty shape.

A Gredelue, the representative of Baccarat glassware in this country, is showing many attractive patterns in exclusive decorations of every character and is making prompt shipments on all orders received.

The salesroom of the Saul Mfg. Co. is a busy place these days. Every mail brings substantial orders from Henry Saul, who is making a Western trip, and visiting buyers are showing unusual interest in the attractive lines on display.

Glass cutters will find quite an array of unusual items at the salesroom of Paul Joseph, who is showing fancy blanks from the Duncan & Miller Glass Co. that make the prettiest and most salable articles imaginable when finished with a light cutting. Among them are comb and brush trays, celery trays, pin trays, vases of various styles and sizes, etc. There are also new articles in a line that has been finding ready sale among cutters in which the patterns are partially finished and so arranged as to enable the cutter to complete them with designs of his own conception.

Thomas G. Edge received this week a number of samples of light cuttings from the Potomac Glass Co. This is the first time they have shown cuttings on other than stemware. They are now offering water sets, nappies, and a variety of small pieces in new and attractive designs. There is a new treatment of grapes and some very pretty floral patterns, clean cut, well finished, and of excellent workmanship in every particular.

Kennard L. Wedgwood opened this week some most remarkable patterns of Wedgwood ware. One of the most striking is a wide black border broken with white panels on which are painted bright flowers. Another good thing is a powdered maroon plate with just a little bit of gold superimposed. There is a variety of treatments in the popular black and white, and some lustre effects which are attractive. A new departure with the firm is the manufacture of toy tea and dinner sets, put up in cartons and sold at popular prices. The decorations on these are exceedingly pretty, and they ought to achieve a big success. It is an education to go through the lines on display in this wareroom.

Among the new items from the Imperial Glass Co., Bellaire, O., at the salesroom of Cox & Lafferty is a line of table glassware known as the No. 401 carving —a clematis pattern in a clever spray design executed so as to give a rock crystal effect Nothing daintier for table use could be conceived, and its inexpensiveness is sure to give it a wide sale among that large class of customers who want refinement in a table service yet cannot afford to pay the prices usually asked for that class of goods.

Ed. B. Dickinson is now displaying the full line of the Mount Clemens Pottery Co 's dinnerware. The body and glaze are excellent, and the decorations tasteful to a degree. Mr. Doll should be congratulated on

having put out such an attractive and salable line. Besides this line of dinnerware Mr. Dickinson is showing for the first time this week a new line of Rockingham and jet teapots with hook lids. This device will attract housekeepers because the tea can be poured without danger of the lid falling off.

CHINA CLAY CARGOES HELD UP.

THE American Consul at Plymouth has received complaints from shippers in Cornwall to the effect that ships laden with china clay destined for the United States are being detained by the British Government. The Consul learned upon inquiry that the detention is due to the Government's prohibition of exportation of china clay to non-British countries except under license. The shippers are communicating with the Government authorities with a view of obtaining licenses.

THE GOLFERS.

THE members of the Pottery, Glass and Brass Golf Association had another perfect day last Thursday for their sport on the links of the Richmond County Country Club, Dongan Hills, Staten Island. Business reasons and vacations combined were responsible for the small number taking part, only seven players being in attendance.

The game started at 10:30 with a threesome composed of Miller, Jones and Lobsitz, the former leading off with one of his characteristic long drives, Jones following with a grounder, and Lobsitz with a drive that showed he had been practicing since the last tournament. The foursome comprised Magee, Hamilton, Smallwood and O'Gorman, Magee making a drive that showed him to be in good form, with Hamilton sending one over in a fine position on the putting green. Smallwood did nearly as well, and O'Gorman gave an exact imitation of Jones's drive.

It was 2:30 by the time the morning round was finished and the players came in for luncheon.

On the afternoon round the men went out in the same order as in the morning, with the difference that the foursome was split into twosomes—Magee and O'Gorman, and Hamilton and Smallwood.

Darkness was coming on when the eighteen holes had been played, and by the time the golfers were ready to depart from the club house it was considerably past the dinner hour. So it was unanimously voted to remain and dine there, and thus fittingly close a day of thorough enjoyment.

The course is classed as a "sporty" one, and most of the players, being unfamiliar with it, found difficulty in maintaining their usual standard. The fifth, sixth and seventh holes, being long and hilly, with a number of traps, served to run up the scores considerably.

J Meredith Miller, the only scratch man, was in fine form, making the morning round in 97 and the afternoon in 88, totaling 185 for the 36 holes and taking the first prize. Thos. Smallwood, with a handicap of 14, was the runner up with a total net score of 192, which took the second cup.

All the players showed a decided improvement in the afternnon round, Jones doing the eighteen holes 26 better than in the morning, and O'Gorman 16 better. This was "Tommy" Jones's initial bow with the Association, and if he continues to show the same improvement he will make some of the old-timers step lively.

If anyone has any doubt as to "Billy" Magee's ability as a host, just ask any of those who were present last Thursday. He certainly has the faculty down to a science of making everyone feel at home and enjoy themselves

MORNING ROUND.

	OUT									IN									gross	hdcp	net
Magee	4	10	5	4	7	10	7	5	6—58	6	11	7	6	7	3	8	3	5—56	114	14	100
Smallwood	5	6	7	6	7	8	8	3	7—57	7	6	7	7	7	4	7	3	6—54	111	14	97
Lobsitz	4	5	6	5	10	14	10	3	7—64	11	8	10	9	6	6	8	6	7—71	135	30	105
Jones	7	7	11	5	15	11	13	6	8—83	11	10	10	8	7	13	10	7	9—85	168	30	138
O'Gorman	7	6	11	9	7	11	11	6	11—79	8	11	9	10	8	3	9	9	7—74	153	30	123
Hamilton	5	6	6	4	8	9	8	5	10—61	7	8	7	9	7	6	5	4	6—59	120	18	102
Miller, J. M	5	5	6	4	5	7	6	5	5—48	6	5	7	8	6	3	5	4	5—49	97	0	97

AFTERNOON ROUND.

	OUT									IN									gross	hdcp	net
Magee	6	6	5	4	12	10	11	3	6—63	9	5	6	9	6	4	6	5	6—56	119	14	105
Smallwood	5	7	7	4	7	7	9	6	5—57	5	6	9	7	5	4	6	3	7—52	109	14	95
Lobsitz	6	6	7	5	11	8	9	4	6—62	6	9	8	9	7	6	10	8	5—68	130	30	100
Jones	7	9	8	8	9	10	11	7	8—77	8	9	8	8	8	6	7	4	7—65	142	30	112
O'Gorman	6	7	7	7	9	12	12	6	9—75	8	6	8	8	5	4	11	5	7—62	137	30	107
Hamilton	5	6	7	4	8	8	8	5	8—59	5	6	7	6	5	7	8	3	4—51	110	18	92
Miller, J. M	5	4	5	3	6	6	6	3	6—44	5	5	6	5	6	4	5	4	4—44	88	0	88

SUMMARY.

Lobsitz	205	Miller, J. M	185
Jones	250	Magee	205
O'Gorman	230	Hamilton	194
Smallwood	192		

Illuminating Devices.

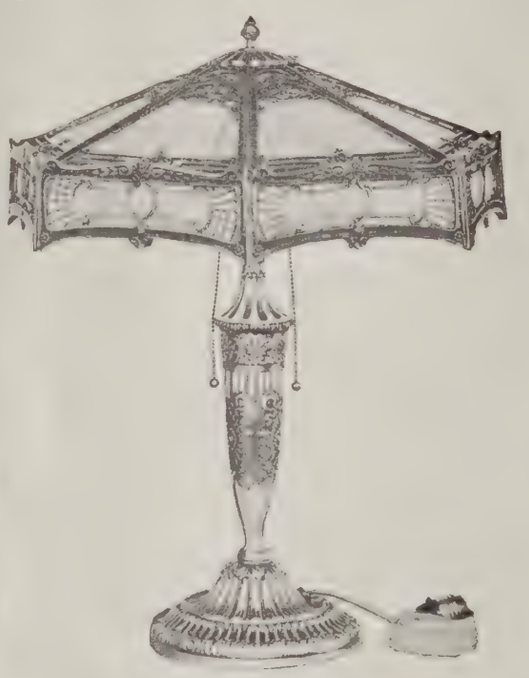
Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE real fixture maker is now the glass manufacturer, says the "Lighting Journal." The artistic merit of the fixture now depends upon the design of the glass, instead of the design of the metal; for the metal should be kept as simple as possible, generally speaking. The whilom makers of pressed tableware and blown lamp chimneys have cast covetous eyes upon the comparatively high prices which the consumer has been willing to pay for lighting glassware and has learned a few things, the first and most important being the fact that a mold-shop foreman is a mechanic and not an artist, and should no more be trusted with glassware design than the foundry foreman should be trusted with a piece of art metal work. Hence, the making of molds as well as their design has largely become a separate branch of the business, and is being conducted along entirely new lines. Automatic machinery has been developed by which the design, molded in plaster, is reproduced in the iron mold with mathematieal accuracy, thus entirely removing the limitations of the old method of hand chiseling and making practicable the production of any design that the sculptor can model—with the single proviso that it must permit the delivery of the article when pressed.

The Tarentum Glass Co. are turning out a line of illuminating glassware in their "Tara" glass that merits the highest praise. The color is perfect and the glass is absolutely free from any imperfections. A. Gredelue, the New York representative of the line, is showing a number of very artistic new styles in semi-indirect bowls, the "Ben Hur" being particularly good. This is a very neat embossed pattern with a wide border showing the chariot race. Another equally artistic is known as the "Art Noveau," a deeply-embossed festooned leaf pattern.

The Imperial Art Glass and Lamp Works have turned out an assortment of "live wire" sellers this season that surpass all their previous efforts. These manufacturers study the changing tastes in lamps very closely, with the result that they can always be relied upon to produce just what is being asked for by the customer. Their advertisement will be found on another page of this issue, and the buyer interested in a money-making line should make a memorandum of the address.

Just added to the display at the salesroom of the Pittsburgh Lamp, Brass and Glass Co. is an excellent showing of adjustable extension floor lamps containing



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

some new and very clever ideas. There are several different styles, with both metal and glass shades; also with flexible or rigid necks. All are in brushed brass finish.

A new idea in bamboo lamps has been introduced by Mogi, Momonoi & Co. They are quite different in shapes and styles of weaving from anything before shown. Some of the floor lamps merit especial praise. All are fitted with silk-lined bamboo shades to match the standards.

Kraemer Bros. & Co., manufacturers of lamp shades and domes at 213 Grand street, have made an assignment to Harry Marcus. A petition in bankruptcy was filed against them by some of the creditors.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 2, 1915.

ELSEWHERE will be found a record of the crockery imported for the fiscal year ending June 30. It will be read with interest by everybody handling china and earthenware.

FOR THE CHILDREN'S NEED.

SINCE the war began in Europe doll factories have started up all over this country, and we are now producing a very creditable article made of a composition which is practically unbreakable. But we have not yet succeeded in making the china and bisque heads, nor the little china dolls so familiar to all the world.

For years we have produced wooden and iron toys and lead soldiers better and cheaper than the imported; but our mechanical playthings are not up to the foreign-made, either in variety or price.

So far we have not attempted to make what are known as "Christmas tree ornaments." These are of glass more delicate than eggshell, and immense quantities are consumed yearly in this country.

The dolls and toys made here are giving excellent satisfaction, the "character" dolls being in great demand. Express wagons, go-carts and wheeled vehicles of all kinds have already largely superseded the foreign-made goods, as have our iron toys; while our lead soldiers have been taking the place of the German goods for some years.

But until we can make china and bisque doll-heads as good as the German article the importers need not fear for their business. Japan, always quick to take advantage of conditions, began making dolls and toys immediately the war broke out. But so far they are characteristically Japanese, and while popular and salable they are not really competitive.

PERSONAL.

NOT only is Ernest D. Wetton, the well-known traveler for C. Dorflinger & Sons, packing his trunks with samples preparatory to departure on a Western trip next Monday, but he is also storing up, for the benefit of his friends on the road, as fine an assortment of fish stories as were ever listened to. The inspiration for these was received on a recent trip to a favorite fishing ground along the New Jersey coast. Ordinary fish stories sink into oblivion in comparison with these modern tales of Mr. Wetton's. He refuses to be drawn out as to the exact weight of his multidudinous catches; but as to numbers—wait till you hear them!

⚜

Leo Goodkind, manager of the china and glassware department of Mannheimer Bros., St. Paul, Minn., came up from his summer home at Elberon, N. J., on Tuesday to place orders.

⚜

Henry R. Shirley, traveling representative for Maddock & Miller, is getting his samples packed up ready for a long trip through his territory. He will leave next Monday.

⚜

Chas. Challinor, superintendent of factory K of the United States Glass Co., Pittsburgh, accompanied by Mrs. Challinor, spent the week-end in New York visiting their son, Frank J., a member of the sales staff at the local office of the concern.

⚜

A. Hutter, buyer for Wise, Smith & Co., Hartford, Conn., who has been in the city for several days placing orders, left for home last Saturday.

⚜

W. A. Pickard, the Chicago decorator of china and glassware, is in the market this week looking through the different lines of ware displayed by the local agents.

⚜

O. S. Medina, in charge of the Cuban office of the United States Glass Co. at Havana, who has been here for the past month conferring with the heads of the company, sailed for home last Thursday.

⚜

Jas. J. Temple, manager for L. Bernardaud & Co., received a cablegram from the factory at Limoges this week containing the welcome news that his assistant, Fernand Desmaison, had sailed on the Rochambeau

t Saturday and is due to arrive here the first of next ek. Mr. Demaison, who joined the French army in t early stages of the war, and who was later wounded, urned here on leave of absence to recuperate from injuries, again sailing about three months ago to oin the forces, but upon examination was honorably charged from further duty on account of disability.

⚜

E. M. Uniack, Jr., is now with the Iroquois China ., Syracuse, N. Y. Mr. Uniack is one of the best own crockery salesmen in the trade, and for many yrs was connected with the Onondaga Pottery Co. H knows the hotel business thoroughly and has a large cle of friends.

⚜

N. L. Clark, formerly buyer for the D. H. Holmes C , New Orleans, is now with Lipman, Wolf & Co., Portland, Ore. Mr. Clark has an enviable reputation a a buyer, being conversant with the better grades of gds, and will prove a strong addition to the firm with wich he is associated.

⚜

William Brunt, of the Edwin Bennett Pottery Co., Baltimore, Md., passed through New York this week on his way to Maine for his annual month's vacation.

⚜

J. Meredith Miller, of Maddock & Miller, will leave on Monday night for a Middle Western trip, beginning at Pittsburgh.

⚜

I. J. Shearer was in New York last week placing ors for the Malden (Mass.) China Co. He reports conditions as very favorable for the coming season.

⚜

George O'Hara, formerly with the C. H. Yeager Co Akron, O., is now buying china and housefurnish- in for the Ed. Wren Co., Springfield, O.

⚜

Geo. Williams, of the Malone & Nicholson sales st , is enjoying a vacation this week at Asbury Park, wh re he is pursuing his favorite pastime of breaking he ts.

⚜

A. J. Mueck, of the Pairpoint Corporation sales or- ga zation, is preparing to leave the latter part of this we k for a trip through New York State.

⚜

A. Fred Tepe, representing Hugh C. Edmiston's lin , returned last Thursday from a two weeks' vaca- tio spent at Purling, N. Y., and is now getting his sa les ready to leave for a trip immediately after La r Day.

⚜

Harper J. Ramsburg, of Indianapolis, was an office cal this week. He has been an exhibitor at the To lo Five and Ten Cent Convention, and is eminently satisfied with his experience there. He is very optimistic concerning the future of the glass trade, in which branch of the business he is extensively engaged, advertising "Everything worth while in glass."

⚜

Reports come from Trenton that Charles Howell Cook is quite the happiest man in that city, having become a grandfather last week. The finest perfectos to be found in town were none too good for his friends.

⚜

The friends of Joseph Moore, buyer for the Denver Dry Goods Co., who arrived in town this week to place orders, were glad to shake his hand again. Mr. Moore makes his headquarters at 30 East Twentieth street while here.

⚜

Geo. F. Ruby, a well-known and experienced Japanese goods salesman, has been engaged by the Tajimi Co. to represent their line in Chicago, and is this week opening up a permanent display at the Palmer House in that city.

⚜

Harry G. Freese, with Vogt & Dose, spent a few days at Norristown, Pa., this week attending a reunion of his post of the Grand Army of the Republic.

⚜

Wm. Wood, commercial manager of factory K of the United States Glass Co., was a visitor at the New York office on Monday and Tuesday of this week, leaving here for Boston to pay a visit to the office in that city.

⚜

Harry and Frank Weller, nephews of S. A. Weller, the former being in charge of the cooking ware and the latter the fancy goods departments of the pottery in Zanesville, O., surprised C. H. Taylor, the New York representative, on Monday by appearing at his salesroom. This is the first trip they have made here in several years, and they are enjoying every minute of it.

⚜

Chester Best, Southern representative of the Pairpoint Corporation, accompanied by Mrs. Best and C. Walker, who covers territory in New York State and Pennsylvania for the concern, all of New Bedford, Mass., are visitors at the New York office this week, having come down to assist with the firm's exhibit at the recent Jewelers' Convention.

⚜

O. S. Atterholt, of the Luzerne Cut Glass Co., Pittston, Pa., spent several days in New York this week.

⚜

Like a boy just from school was Wm. M. Warrin last week when he took the first vacation he has enjoyed in eight years. Together with his family he spent the week at Patchogue, L. I., and said it seemed

so unusual to be away from business cares for a few days that he hardly knew how to act.

Geo. H. Service, traveling representative for Kennard L. Wedgwood, returned on Wednesday from a three weeks' vacation in the Catskills with as fine a coat of tan as has been seen this season.

H. Benedikt is expected to arrive the latter part of this week from Bar Harbor, Me.

Jos. Hurd, E. C. Ledger and C. H. Hennings, road representatives for Wm. S. Pitcairn, leave on their trips Saturday, the former covering Western territory, Mr. Ledger Eastern, and the latter Southern.

Geo. Hamilton, representing E. B. Dickinson, leaves for the road on Monday and will open up a display in Boston Tuesday.

Harry S. Clarke will open at Brewster's Hotel, Boston, Sept. 7 with a full display of Graham & Zenger's numerous lines. Fred. C. Reimer will start on his regular trip Monday night.

COUNTER PROPOSITIONS BY MANUFACTURERS.

THE United States Potters' Association on Wednesday presented fourteen counter propositions to be considered at the joint conference of the manufacturers' and workmen's committees next week.

IMPORTS AND EXPORTS.

THE following summary of imports shows some very interesting figures. In spite of the war, Germany and Austria combined lost only a little more than twenty-five per cent in the year's trade as compared with 1914. France fell off about 33⅓ per cent. England's loss was comparatively small, but some surprise exists that Japan should have lost instead of gained. The figures for the year show a loss of twenty per cent altogether, which, considering the stagnation in trade last fall, is not very surprising, and is on a parity with that in almost every other trade except war supplies.

In June England sent $22,247 more than in the corresponding month last year, although for the twelve months ending June, 1915, there was a loss of $72,353. Austria lost $27,513 in June and in twelve months $263,382. During June France lost $63,176, the total loss in twelve months being $609,030. Germany lost $161,502 in the month, and $1,010,534 in twelve. Japan lost $23,246, and in twelve months $91,6[illegible] "Other countries" gained $5,138 in June, and in twel[illegible] months $99,220. Germany and Austria combined l[illegible] $1,273,916. The total net loss from all countries [illegible] twelve months was $1,947,706.

In toys the amount lost in June over the corresponding month last year was $416,542, and in twe[illegible] months there was a loss of $998,656.

Exports of earthen and stoneware for twe[illegible] months ending June 30, 1914, were $413,261; in 19[illegible] $294,014. Chinaware in 1914, $166,635; in 1915, $9[illegible] 089. Glass in 1914, $2,671,164; in 1915, $2,511,450

TROUBLE IN PROSPECT.

THE expected break occurred Monday at Atlantic City between the committees from the National Bottle Manufacturers' Association and the Glass Blowers' Association over the wage question, the employers proposing a general cut of 25 per cent. This was considered unreasonable by the delegates representing the workmen, who have consented to two reductions in the past five years, and a fight to the last is promised.

The manufacturers declare they are forced to demand the wage cut because of the depression in trade, or else shut down even more plants.

BOHEMIAN CHINA ADVANCE PREDICTED

BECAUSE of contracts that run until the end of the year, Bohemian china and porcelain factories have not yet felt the effects of the fifteen to twenty per cent rise in the cost of coal, writes Consul Wallace J. Young, from Carlsbad. After January 1 next, however, new contracts at higher prices must be entered into.

So far there has been no advance in wages, although such action has been forecasted for some time. A number of the larger plants making goods for domestic consumption which for several months worked only half time now have enough to keep them busy five or six days a week. When these orders are filled and the factories return to the old schedule of three days a week, then the question of an increase in the scale will again come to the fore.

With these coming increases in the cost of labor and fuel, it may safely be predicted that next winter the prices of the cheaper grades of china and porcelain will be advanced.

IF you can use an automobile in your business, get it. If your income will warrant your keeping one for pleasure, get it, and get a good one. If you cannot afford it, forget it.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

With the starting of their No. 1 plant the Homer Laughlin China Co. will within a few days have their entire kiln capacity working. The plant on this side of the river has been inactive since last fall. Some of the larger potteries in this district have business enough on hand to insure active operations for months to come, and the managers of smaller plants, while at present reporting slow conditions, hold that the early fall season will insure them sufficient business to operate full until the close of the year.

* *

The Hall China Co. will maintain the largest exhibit at the Pittsburgh Fair in January they have ever arranged. The entire line will be displayed. Indications are now that the East Liverpool district will have more displays in Pittsburgh than ever before.

*

A new decoration on plaques shows the great seal of the different States done in colors, surrounded by a ring of white stars on a blue ground.

* *

An excellent demand for juvenile dinner sets is noted, the department stores having been very liberal buyers. For many years the imported juvenile sets have had the call, but the inability to get shipments through this season has created a demand for the domestic product.

* *

At the summer home of George C. Thompson, president of the Thompson Pottery Co., nearly a thousand members of the Masonic fraternity were entertained on Wednesday afternoon and evening.

* *

A strong demand exists for salads. All plants, it seems, are now making a feature of this item.

* *

Orders for the Knowles, Taylor & Knowles juvenile sets are remarkably heavy this season, some specifications calling for hundred-lot shipments. These sets, which are being decorated in the "Bluebird" treatment, together with the juvenile cabinet, are proving to be a popular feature in department stores. While the sets and cabinet together are in good demand, the sale of the sets without the cabinet is very heavy.

* *

Harry W. Smith, Western manager for the Roessler & Hasslacher Chemical Co., accompanied by O. W. Wills, superintendent of the color department of the concern's plant at Perth Amboy, N. J., attended the summer meeting of the American Ceramic Society at New Castle and Rochester, Pa., last week. The tour of the pottery and glass districts proved very instructive.

* *

Department store buyers are placing liberal business with the Sebring Pottery Co. for their new Colonial shape. It is to be had in open stock, and in a variety of decorations exclusive with this concern. Shipments are being made with unusual promptness.

* *

Modelers are at work on a new dinner shape for the French China Co.

* *

The representative of the Pennsylvania railroad company here is authority for the statement that shipments of ware from this district are exceeding the records of a year ago.

* *

Commercial travelers scored when the Interstate Commerce Commission handed down its decision on the question whether or not railroads must accept as baggage sample trunks from which salesmen sell their goods. The commission ordered railroads to accept sample trunks as ordinary baggage after Oct. 15. The order will stand for at least two years.

* *

The Guernsey Earthenwere Co., Cambridge, O., are sending out a new catalogue covering their lines of earthen and porcelain cooking utensils. It is very handsomely gotten up in colors, gives sizes and prices, and answers nearly any question that a dealer may ask.

* *

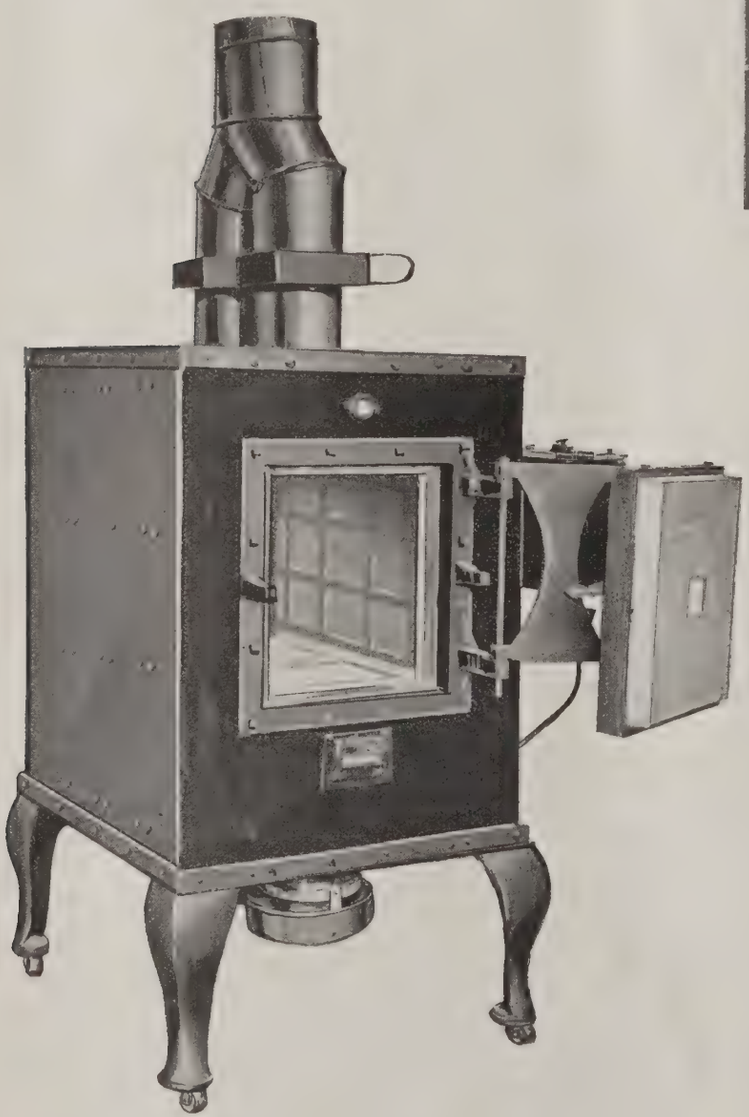
Business men of Toronto, O., this week started to raise a bonus of $5,000 for the Steubenville (O.) Pottery Co. to secure the location of a branch plant of this company. It is proposed to put the former plant of the

American China Co. in operation. In such a case both the Steubenville and Toronto potteries will be under the management of President Harry D. Wintringer.

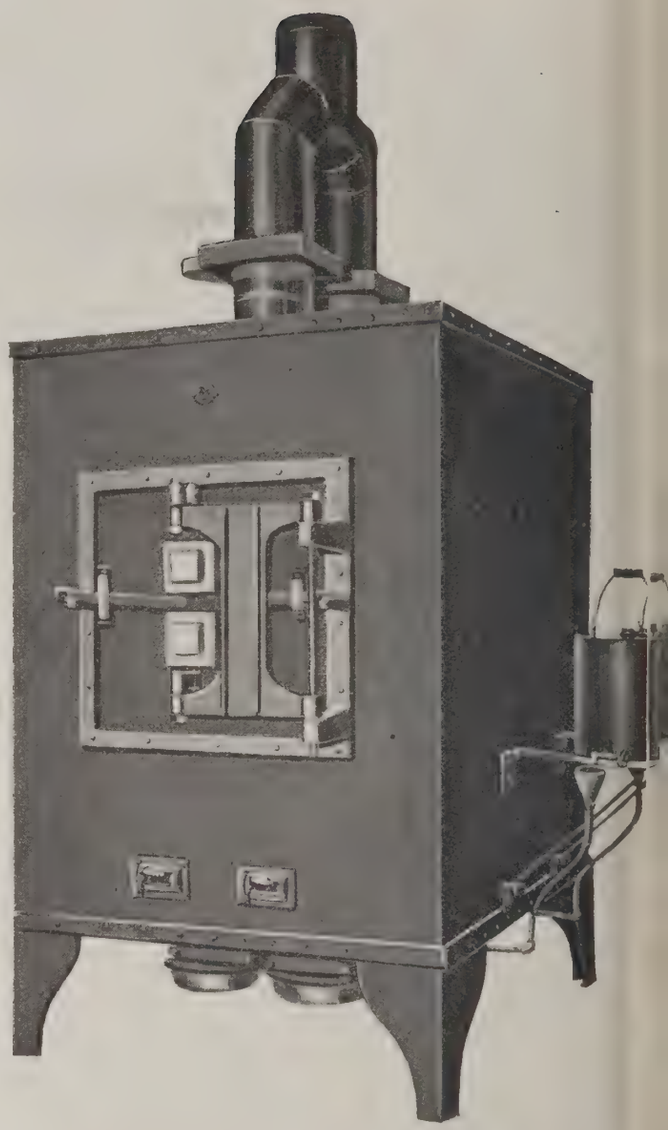
* *

The movement in stoneware specials is good just now, owing to the heavy fruit crop. Jars are in demand, and liberal business for the various sizes has been placed by jobbers and department stores.

Buffalo, N. Y. The Buffalo Pottery is now ready to supply the trade in quantities with vitrified hotel china for hotels, restaurants, cafes, etc. The concern has been putting out only a few goods until now because it wanted to be sure that the experiments, which have extended over many months, gave positive promise that proper wares in proper quantities could be supplied. The body and glaze are excellent, and the decorations the Buffalo Pottery has put out in the past are sufficient assurance that the new designs will be fully up to the mark. These will include underglaze crests, badges, monograms, etc. Those who have bought the goods are more than satisfied, and there is an assured success for this line.



PERFECTION POTTERY KILN No. 6.



PERFECTION POTTERY KILN 'SPECIAL."

A THOROUGHLY PRACTICAL KILN.

THE "Perfection" pottery gas kiln, for which B. . Drakenfeld & Co. are distributing agents, is ma- ing great headway, not only among amateurs, but wh the pottery trade. For experimental purposes al making tests these kilns are invaluable. There is on 36 inches wide, 48 inches deep and 36 inches hig which is practical for commercial uses and will fire t cone 6 in from eight to ten hours. A smaller one, 4 inches wide, 24 inches deep and 20 inches high, wi fire to cone 5 in five or six hours. One of the latt has been in use in a certain establishment for over a year without relining, although fired three times a wee showing that it is thoroughly practical.

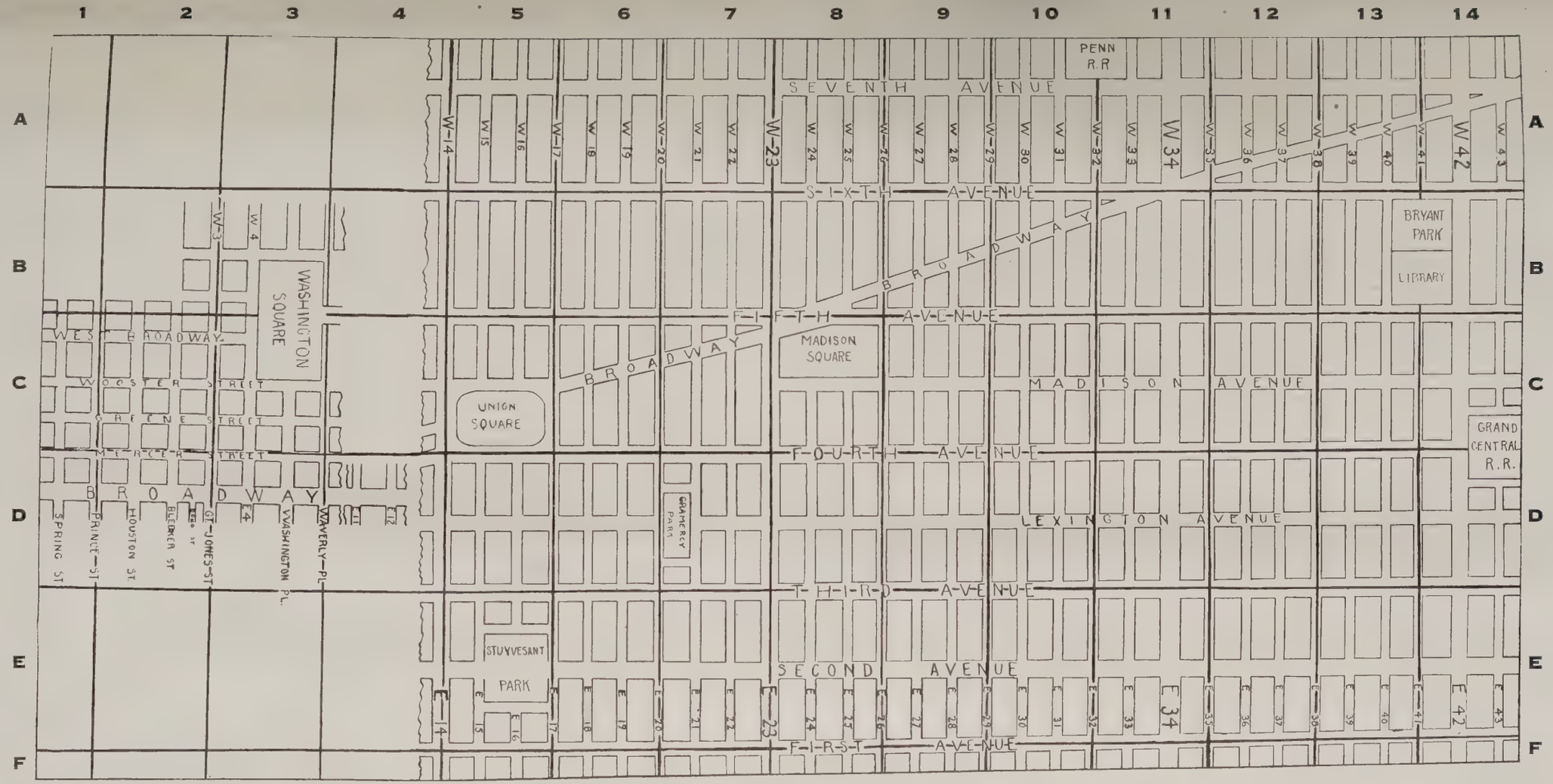
ALWAYS A WELCOME VISITOR.

MANSFIELD, OHIO, August 30.

Editor CROCKERY AND GLASS JOURNAL.

Enclosed please find cheque for $4 for two subscr- tions. The JOURNAL is always a welcome visitor t our office. H. HARROUN & Co.

Locations of Firms in the Uptown District



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, O. D., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fond-ville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

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Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 85 Fifth ave.....C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

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IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 31, 1915.

HAVRE

19	packages	toys.....Geo Borgfeldt & Co
4	"	" .....Strobel & Wilken Co

BORDEAUX

201	packages	chinaware.....	.....Haviland & Co
25	"	"	.....Vogt & Dose
40	"	"	.....Herman C Kupper
117	"	"	.....Theodore Haviland & Co
27	"	"	.....H Creange
24	"	"	.....J J Hines
18	"	"	.....L E Bohm
24	"	"	.....G W Sheldon & Co
18	"	"	.....Justin Tharaud
12	"	"	.....J H Venon
4	"	"	.....Nerlich & Co
34	"	"	.....L Bernardaud & Co
2	"	"	.....Pitkin & Brooks
3	"	"	.....J Wanamaker
2	"	"	.....Koons, Wilson & Co
14	"	"	.....American Express Co
7	"	"	.....Dunham & Moore
8	"	toys.....	.....Wells, Fargo & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8	packages	earthenware.....	.....J H Thomas
36	"	"	.....American Express Co
16	"	"	.....Rowland & Marsellus
1	"	"	.....Mitchell, Woodbury Co
6	"	"	.....Miscellaneous Orders

BOSTON BUSINESS NOTES.

TRADE is good in Boston. The department stores are rushed, and "special sales" are going on everywhere. Forcing business seems to be the order of the day. This is all right if it brings results. And the stores are getting the results. Wholesale buyers have arrived in about the usual numbers and have placed good orders, and the mails have brought their quota. Now that the Weather Man seems to have gotten over his grouch everyone is feeling better.

Alex C. Hanes, of C. Dorflinger & Sons, New York City, is visiting New England, and expects to be in this section of the country six weeks or more.

Chase & Francis have added much to the attractiveness of their sample rooms by new coverings on the tables and new decorations. E. J. Tucker is in Providence this week.

A. N. Howe, head of the Mitchell, Woodbury Co.'s hotel department, is on a vacation.

Charles A. Ross, of Skowhegan, Me., who spent a few days here buying, made an unusual and interesting trip out of it. He came in an auto by way of the White Mountains, down the Connecticut Valley, then through Central Massachusetts and the Berkshire Hills, and went home by way of the seashore.

E. B. McBeth, buyer for the E. S. Brown Co., Fall River, is enjoying his vacation in St. John.

"Preparedness" seems to have hit some of the department stores. The Jordan-Marsh Co. has a rifle team, and the other day it had a shoot on the Bay State range at Wakefield.

Simon Vorenberg, of the Gilchrist Co., has been receiving congratulations on the opening of his fine new home on the Shore Drive at Swampscott, the house warming having taken place the other evening. It is called "Green Gate" and is one of the handsomest places on the Drive.

The $100,000 fire at Bucksport, Me., a few days ago burned out Emery & Co., who conduct a variety store with a jewelry and glass department.

One of the callers in town this week was A. F. Roberts, of Brattleboro, Vt., who says that he has been "rushed to death" with businsss this summer.

J. Frank Hinckley is spending some time in Maine making headquarters at Counsin's Island, where he has a summer place, and combining business and pleasure by traveling and booking good orders every few days.

The Retail Store Wage Board named by the Minimum Wage Commission has recommended a minimum weekly wage of $8.50 for women and girls in stores, and there is strong likelihood that something will be done towards making it effective when the Legislature assembles. Arther S. Phillips, on behalf of E. A. Bardol, the Woolworth representative on the wage board, who had been unable to attend meeting because of illness, appeared at a public hearing the oth-

Continued on page 24.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

STATE HOSPITAL COMMISSION,
ALBANY, N. Y., Aug. 26, 1915.

PROPOSALS—Sealed proposals subject to the usual conditions will be received up to 10:30 a. m., September 8, 1915, for furnishing the New York State Hospitals for the Insane with crockery and glassware for a period of one year, deliveries beginning October 1, 1915. For further information address the PURCHASING COMMITTEE for State Hospitals, Room 138, Capitol, Albany, N. Y.

HELP WANTED.

SALESMAN acquainted with Eastern and Southern trade to carry line of domestic pottery. Address, giving age, experience and reference, Box A 458, this office.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

day and charged that the board had been too hasty in reaching its decision. He tried to have reconsideration of the matter, but was turned down.

James S. Dawes is at his cottage at Casco Bay.

H. J. Smith, Cox & Lafferty's New England man, is visiting the trade in the Pine Tree State.

C. S. Rockhill, representing the Monongah Glass Co., Fairmont, W. Va., has been at the Parker House for a few days.

Hugh Edmiston was here from New York with his line the other day.

Miss Catherine Barry, assistant buyer in Houghton's china department, has returned from her vacation.

Miss Anna Bideker, of Shepard's china department, is home again after a two weeks' rest. Miss Lea Pike, private secretary to Shepard's buyer, Mr. Gilmore, is spending her vacation at North Brookfield.

Miss Helen Burket, stenographer in the office of the United States Glass Co., is having her vacation. M. A. Lovell is in Providence this week.

Arthur Blackmer, president of the Blackmer Cut Glass Co., New Bedford, has been calling on friends here.

A large majority of the creditors of L. Dimond & Sons have assented to the composition offer of twenty-five per cent cash and thirty per cent in first-preferred capital stock of a new corporation.

BUY with reference to what your bank account is, rather than with reference to what you think it is going to be.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware.

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware.

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. P. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender,

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

Haviland & Co

11 East 36th St.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

GUERNSEYWARE.

16 West Twenty-third Street.

THE TAJIMI CO.,

Japanese Goods

597 BROADWAY.

L. D BLOCH & CO.

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

Tel., Madison Square, 6435 and 6436.

MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

Tel. Madison Square 9723.

H. NORTHWOOD CO.,

Plain and Decorated Crystal and Colored Glassware.
LUNA Illuminating Glassware.
C. J. DELA CROIX in charge.

Tel. Madison Square 9723.

O. D. DELA CROIX,

China and Cut Glass.
Eastern District Manager Consolidated Mfrs' Co., China, Plain and Decorated Dinner and Toilet Ware.

19 MADISON AVENUE, Bet. 24th and 25th Streets.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. **Fifth Avenue Building.**

REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
Huntington Tumbler Co., Blown Glassware, plain, cut, enameled and etched.
Indiana Glass Co., Pressed Table Glassware and Lamps.
Edwin M. Knowles China Co. High Grade Dinner and Toilet Ware.
Lancaster Glass Co., Pressed Crystal and Decorated Glassware and Vases.
Jos. Phillips & Co., Hand Engraved and Cut Glass.
The Sterling Glass Co., Rich Cut and Engraved Glassware.
Westmoreland Specialty Co., High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

[artin China, Limoges. Gustafsberg China, Sweden.
rautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,
W. H. STOCKDALE, MANAGER,
Art pottery, jardinieres, advertising novelties and fireproof cooking ware.
133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,
Representing Porzellanfabrik Tirschenreuth,
105-107 FIFTH AVENUE.

The Pairpoint Corporation,
Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.
43 WEST TWENTY-THIRD STREET.

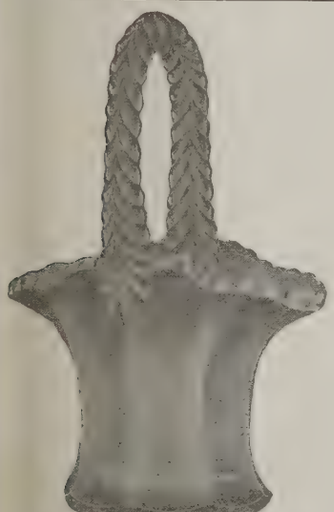
BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge. Western Salesmen: W. H. Duval, Gerard S. Bryce.

ROBERT RAWSTHORNE ENGRAVING COMPANY,
Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell-Court 3682 P&A. Main 1196 PITTSBURGH, PA.



No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

THE DUNCAN & MILLER GLASS CO.,
WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah.
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco, Ca

ESTABLISHED 1868.

B. F. DRAKENFELD & CO.

Incorporated

Pottery and Glass Colors.

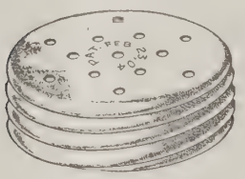
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

50 MURRAY STREET, NEW YOR

East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



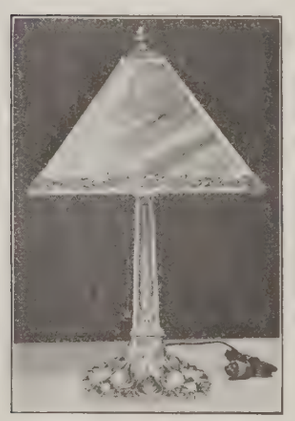
Celluloid Cap & Metal Ring Co., Inc.
Formerly Hogan Mfg. Co.,
NEPERA PARK, N. Y.
Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.
J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

WILLIAMSBURGH FLINT GLASS
MANUFACTURERS OF
Inverted and Q Gas and Electric Globes, in all colors. La
Chimneys, Lantern and Fish Globes.
Private and Special Mould Work.
New York Office:
96 Park Place.
Facty
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INCREASE YOUR PROFIT BY USING AN
Efficient Cost System
W. E. LANGDON
Certified Public Accountant. Efficiency Engineer.
Harrison Building, Columbus, O.

The St. Louis Crystal Glass
FOUNDED 1767.
Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, ra
FINE TABLE GLASSWARE.
E. TORLOTTING, Agent, 35 West 23d St., New 'o

A LINE OF "LIVE ONES"
FOR THE WIDE-AWAKE BUYER.



Our new designs are better than ever.

Imperial Art Glass and Lamp Works,
205 West 19th St., New York.

Boston—41 Pearl St.
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ESTABLISHED 1873.
Brass and Rubber Covered

EASELS, PLACQUE HANGERS, E
Our new catalogue will be sent on reque



ABELS & CO.
Manufacturers,
460 West Broadway, New York.



Fac-simile of Label.

MADE IN AMERICA

The ROESSLER & HASSLACHER CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:
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FRY GLASS

ook for the Gold Label on Cut Glass.

SAMPLE ROOMS:

fth Avenue Bldg., New York.
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A
Standard of Excellence"
CREATED BY
EAVER VALLEY GLASS CO.
ROCHESTER, PA.
Plain and Etched Glassware.
SEE IT!
Catalogue of Etched Glassware will be sent on request.
New York Sample Room, 71 Murray St.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles
Cuspidores and Match Safes.
Casseroles and Baking Dishes.
Fire-Place Fixtures, Andirons, Fire Sets.
Fenders, Coal Hods, Umbrella Stands, etc.
"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,
Manufacturers Established 1865.
Office, 332 East 28th St., New York City.
Rolling Mills and Factories 27th and 28th Sts. and 1st ave.
Western Sales Office, 180 N. Dearborn St., Chicago,

'EADILY SUCCESSFUL.

r "GLENDORA" Dinner Shape.

d in a *Semi-Vitreous China Boay.* Was a decided
es last season, and we continue it this year.



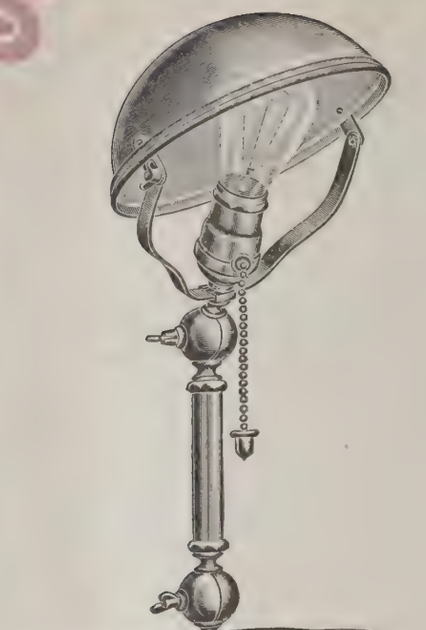
w reatments, some of which are exclusively controlled by
ar being used, together with former successful patterns.
n specialties and assortments are ready. *Get in touch*
th s!

Cartwright Bros.,
EAST LIVERPOOL, OHIO.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



No. 439. Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

Plumwood

Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

YOUR BUSINESS—IS IT GOING RIGH



No. 1243½.

Buy our ne
of Gas, E
and Oil Lam
be

AT
THE
FRON

by selling th
complete lin
manufacture
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Show roo
principal
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New ca
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Are you
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The Pittsburgh Lamp, Brass and Glas

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
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Baltimore, 122 W. Bain
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London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Cana
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & C

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIGH

It costs but five cents and a *few* minutes' tie come to our store from *any* part of New Y City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burne
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway, **New Yo**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randolph
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

c 82. No. 11

Sept. 9, 1915

WE ARE ESPECIALLY well equipped, despite the European disturbances, to fill the wants of the dealer in

China, Glass, Marbles, Bronzes

AND KINDRED LINES.

Nowhere can a more complete and diversified stock be seen than in our showrooms.

STRAUS CUT GLASS.

Those not acquainted with the STRAUS CUT GLASS, manufactured by us in this city, will do well to place a trial order, the results of which we are sure will be most gratifying. Write for booklet. We are always in position to fill orders with dispatch.

L. STRAUS & SONS,

42-46 Warren Street and 116 Chambers Street, NEW YORK

Limoges. 3 Cite Paradis, Paris. Wilhelm Strasse, 45 | 1, Berlin. Yokohama

Rudolstadt. Carlsbad. Steinschoenau.

Cut Glass Factory—Desbrosses, Vestry and Greenwich Streets, New York City.

HANDSOME NEW DECANTERS.



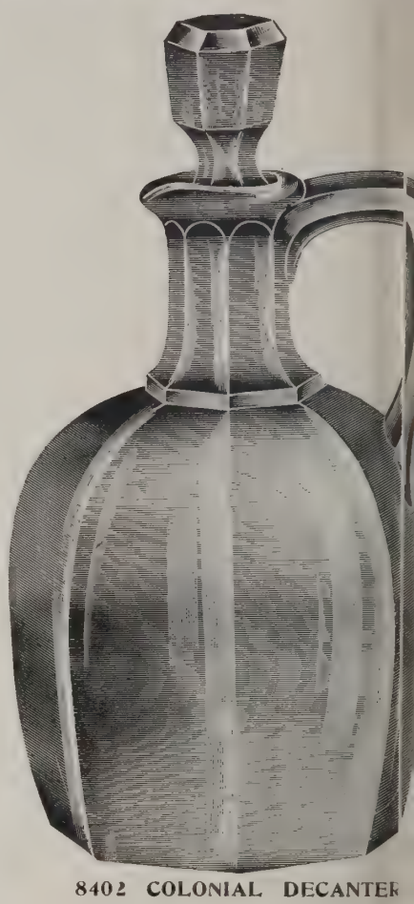
8403 ART CUT DECANTER.

QUALITY QUALITY

ONE a Colonial, perfectly plain; the other a figured pattern; both adapted for everyday use.

If you are looking for an article which will command attention, don't fail to investigate these decanters.

United States Glass Co.,



8402 COLONIAL DECANTER

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los An:le

IMPORTANT ANNOUNCEMENT.

I have added to my display of

CELEBRATED AHRENFELDT CHINA

and

SCHIERHOLZ ART CHINA

a line of DECORATED GLASSWARE produced in this country and called

"PATE RIZ."

This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer. 52 Murray St., New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company.

POTTERS.

THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA

VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
UNDERGLAZE BORDER PATTERNS
COLOR LINES &c. &c.
BADGES, NAMES, MONOGRAMS &c.

SOLD THROUGH THE TRADE
CORRESPONDENCE INVITED

THE MAYER CHINA Co.
BEAVER FALLS, PENNA

A LINE OF "LIVE ONES"

FOR THE WIDE-AWAKE BUYER.



Our new designs are better than ever.

Imperial Art Glass and Lamp Works,

205 West 19th St., New York.

Boston—41 Pearl St.
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Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

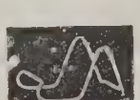
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ABELS & CO.

Manufacturers,

460 West Broadway, New York.



HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915
Samples
NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

New designs in light cuttings on Water Sets, Berry Sets, Comports and small pieces. Lead blown hand work.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

A. L. McMULLIN,
136 Federal St., Boston, Mass.

THE VAN GLECKLAND PORTABLE GAS LAMP.

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic r design; absolutely safe; a brilliant, but not glaring, light.

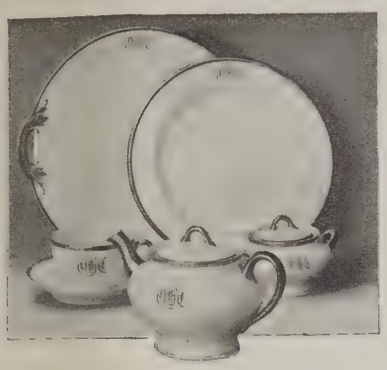
Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide

Write us for detailed description also our comprehensive sales plan.

THE VAN GLECKLAND CO., INC.,
110 West Fortieth St., New York.



This dainty gold and white china is decorated with the best coin gold, with solid gold handles. It is one of the handsomest patterns in

SYRACUSE CHINA

Any monogram put on any of our regular patterns at nominal cost.

Write us for agency.

ONONDAGA POTTERY CO.
SYRACUSE, N. Y.

GUERIN & CO.,

Trade Mark W.G. &Co. of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Extend a cordial invitation TO ALL to visit their new showrooms at

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

TOBY.

MOST ATTRACTIVE NOVELTY OF THE SEASON.



PATENT APPLIED FOR.

Beautifully designed; well executed. Satin finish, imitation brilliant eyes. Put up one in a box and packed six dozen in a shipping carton. No straw or excelsior. Package opens nice and clean.

THE LANCASTER GLASS COMPANY,

LANCASTER, OHIO.



No. 2330. Jardiniere and Pedestal.

A new line of "Bronze" and "Sylvan" Ware. Made in Jardinieres, Pedestals, Vases, etc.

Mr. Buyer:

Our representatives are showing more new

REAL SELLERS and REAL PROFIT-MAKERS

than ever before. If you want something big for a special sale, if you want good value, satisfactory merchandise, try the

BRUSH-McCOY "LINES THAT SELL."

See our representatives or jobbers—for most good jobbers carry our complete lines. Don't forget we make the

"DANDY-LINE" YELLOW WARE.

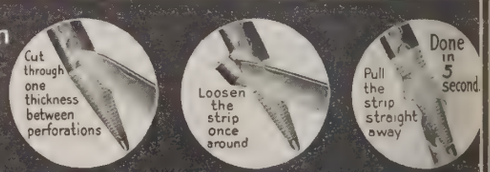
See page 405, September "Good Housekeeping," for endorsement from this high authority on kitchen needs. Your trade will demand "Dandy-Line."

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

The modern way to sharpen a pencil



Make your mark with Blaisdells!

They will give you a big lift all along the line!

They will make fast price-marks on your china, glassware, art objects and all smooth surfaces, with nary a scratch. And the marks will stay till you want to rub them off!

They will decorate your window and store signs in colors.

They will enable you to write ads and daily notices on your bulk windows.

They will give your store the "live-wire" look—and that means money in the pocket of the wide-awake merchant.

French ivory engravers, jeweler's engravers, glass and metal sign artists, etc., etc., use these pencils—proof of their splendid quality.

Put 'em to work for you today and you'll wish you had always had 'em.

BLAISDELL CHINA MARKING PENCILS:

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross.

Order by number from your jobber or stationer.

Blaisdell Paper Pencil Company

PHILADELPHIA

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

THIS IS WHAT WE MANUFACTURE:

Hand-Cut Glass for Daily Table Use in Open Stock.
Eight different designs to select from. Over sixty pieces in each design. Plain, sensible shapes. Easy to clean. Popular-priced.

Colonial Ware, as Near Perfect as Glass Can Be.
We make a very close selection, and our glass is pure in color.

"Nucut," the Finest Moulded Glass in Cut Effects.
Looks just like cut glass. The real difference is the cost.

"Nuart" Glassware for Illumination, both gas and electric.
Made in four colors; also crystal and cut effects.

General Line of Crystal Tableware.
Which covers all staple articles.

Tumblers and Jellies; also Packers' Glassware.
Ranging from the cheapest to the best.

Iridescent Glass Novelties in Four Colors.
Made in Rubigold, Azure, Helios and Old Gold. Snappy, showy specials can be found in this line.

Vases, Hand-Swung and Regular Styles.
This is a special feature with us. Big leaders.

Special Items to Stimulate Trade.
You can always find live-wire specials to force sales, at prices to make your customers buy.

WE ARE ALWAYS SHOWING SOMETHING NEW.

Imperial glass company

BELLAIRE, OHIO.

REPRESENTED BY THE FOLLOWING:

COX & LAFFERTY, 25 Park Place, New York.
EARL W. NEWTON, 706 Kesner Building, Chicago, Ill.
M. E. LAFFERTY, 402-403 Equitable Building, St. Louis, Mo.
HIMMELSTERN BROS., 718 Mission St., San Francisco, Cal.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 9, 1915.

THE CONDITION OF BUSINESS.

New York

Trade has been very quiet since our last report. This is not at all surprising when one considers that a three-days' holiday intervened. Naturally the buyers in town who could do so went home, and few new ones came in at such an unpropitious time.

There is a slight falling off in the demand for German goods because buyers are waiting to see the result of the lifting of the embargo and the consequent arrival of wares before placing additional orders. Still, there is a little stock buying.

English importers who carry stock received fairly good orders by mail, and are feeling cheerful over the prospects for the coming season.

French importers have had almost the same experience as their English brethren. While the demand was not heavy, it was encouraging, and there is evidence that the call will be good later on.

Japanese china sold fairly well, although the summer demand has about ceased.

Mail orders during the week have been very gratifying in numbers, although the volume could have been greater. But as it has been the custom for a long time now for retail dealers to order small quantities by mail for "hurry-up" shipments, the lack of size has not troubled the wholesalers.

The domestic potters are evidently getting business in good volume, as the factories are now working better than they have done for many months, with prospects of a big demand from now on.

Pressed glass, except for specialties, is slow, but certain kinds of blown ware are in active demand.

Foreign glassware moved slowly, owing largely to the uncertainty of shipments.

There was a little spurt in lamps the early part of last week, but it died down at the end.

Housefurnishings are about as usual at this time of the year; but great preparations are being made to meet the demand which always comes with the close of the vacation season.

There was an exodus of traveling salesmen on Sunday and Monday nights, and there will be more departures during the week. Good results are expected as soon as they are fairly on their way.

The "special sales" inaugurated by the department stores have been more than gratifying, and those who have held them are exceeding well pleased with results. One firm report that the first three days of their sale exceeded anything they ever did in a like period.

Retail trade in the city is about normal. From in-

terior points, particularly the Northwest, it is reported good.

The summer vacation season is at an end. Schools open next Monday, and those families which have not yet returned to the city will arrange to be home by that time. This naturally means an increase in business in every line, and activity is looked for from now on.

While the crockery and glass trade has not experienced the great revival that was expected, and is slower than some of the other lines, there is no feeling of despondency for the future. On the contrary, everybody is looking for a good trade. It does not seem possible that it could be otherwise. Consumers have been taking so little for so long a time that it seems as if housekeepers must replenish.



WANAMAKER'S WINDOW DISPLAY, SHOWING PROCESSES USED IN MAKING CHINA.

On the left, under one of the busts representing the four seasons, are sheets of decalcomanie for decorating; on the right, a sagger filled with plates ready for firing (a section being removed to show how they are placed); in the centre, samples of ware in both the biscuit and glazed states.

East Liverpool and Vicinity

A more optimistic feeling was noted in the Western pottery field during the past week. Orders were easier and an increase in buying was noted. Dinnerware is, of course, the best seller. The demand for sets is generous, but open stock patterns are also having a very good run. White ware is also selling on a better scale. Orders booked some time ago for September delivery are now going forward.

Pittsburgh and Vicinity

More or less apathy ruled in the local glass market this week. Some factories are operating on normal time, while others are working on about a seventy-five per cent scale. An optimistic feeling is prevalent, however. The iron and steel business hereabouts continues good, and in time this will be reflected in the glass trade.

BOSTON BUSINESS NOTES.

TRADE this week has been even better than last and everyone is cheerful. On Tuesday the retail stores had about all of the business they could comfortably attend to.

Young's Hotel has been the Mecca this week for salesmen. Thomas Finnerty, representing T. B. Clark Cut Glass Co., Honesdale, Pa.; Mr. Chapman, for the Demer Bros. Cut Glass Co.; Mr. Witherell, for the Edward M. Knowles China Co., East Liverpool; James M Uniack, for the Hunt Cut Glass Co., were all on the job. C. M. Akers, with the Roseville Pottery lines; F O. Shattuck, representing George F. Bassett & Co., and E. E. Wilgus, for the Buffalo Pottery, are getting ready to open on Monday. J. P. Carling, for the Pope Gosser Co., Coshocton, O., and A. C. Hanes, representing C. Dorflinger, have "folded their tents and stolen away," after a good business.

M. A. Fuller has returned to the Tajimi Co.' sample rooms after a northern New England trip.

William Wood, commercial manager of Factory K United States Glass Co., has been visiting M. S. Wallace, the manager of the New England salesroom of th

ompany. Mr. Wallace has taken an apartment at the Nautilus Inn., Point Allerton, for a week or two, so as o enjoy the sea breezes. M. A. Lovell is in Springield with his samples this week.

E. J. Tucker, of Chase & Francis, has started on a wo weeks' trip through Western Massachusetts and Connecticut.

Fred A. Flint, 2d, office manager for the A. H. Hews Co., Cambridge, has returned from a vacation rip to St. John, N. B.

F. R. Underhill visited H. P. & H. F. Hunt Co. Tuesday, and left a few days later for his home in

says it will be a sales-winner. Thos. Maguire left Wednesday to complete his New England tour.

The Jordan-Marsh Co. has recently received from Japan and Holland large shipments of pottery. More than 300 different patterns in dinner services are displayed on the fourth floor.

W. H. Rudderham, buyer for the Ray Dollar Stores, was in town on Wednesday.

The employees of the Houghton & Dutton Co.'s Roxbury branch had an outing at Lexington Park the other day. E. P. Davis was chairman of the general



ANOTHER VIEW OF SAME WINDOW FROM A DIFFERENT ANGLE.

On the left are plaster molds from which the ware is made, together with an empty sagger; on the extreme right, a lump of ball clay ready for working flanked by china clay and quartz; in the centre, finished ware, foreign and domestic. The male figure is that of the immortal Palissy.

Troy, N. Y. Next week he starts out for two weeks on he road, finishing up Vermont.

Charles Kaiser left Thursday with Morimura Bros.' mport samples, going to Philadelphia, where he will open September 14 at the Bingham House. A. S. Moore went with him. Mr. Kaiser reports a very satisfactory booking of orders during his stay here.

Fifty members of the Jordan Marsh Co. rifle team ried their skill on the Coast Artillery armory range the other evening and showed the good effects of their previous practice.

Louis Wolf & Co. are putting on the market this week a brand-new and timely toy, "The World's War Winner," with forts which are captured by means of getting all of the shots inside of one fortification. Julius Baer, who has just returned from New York,

committee; Thomas Linehan, Dudley Goring, Thomas Fogarty, Chester Coperthorne and William Butterworth were others on the committee. Baseball and other sports were enjoyed.

George W. Beals has gone on a trip to Philadelphia, Baltimore and Washington.

J. Q. Adams, buyer for Lougee, Robinson & Co., Laconia, N. H., has been spending several weeks in Boston calling on friends and placing orders.

BRASS STRIKE THREATENED.

THE Chandelier and Brass Workers' Union on Wednesday made an official announcement of preparations for a general strike, in which it says: "We want all chandelier and brass workers to have an organiza-

tion. We number from 30,000 to 40,000. We want to better our conditions, and we can do this only by having a strong organization. For this reason we have started a campaign for a general strike in the chandelier and brass trade."

AT CHICAGO.

TRADE continues to improve. The lighting glass men give the most encouraging reports, many of them declaring that business is better now than it has been at any time during the past six months. The building operations which started several weeks ago following the settlement of the long strike among the carpenters and painters are now beginning to require lighting glass and similar fixtures, as many of the projects are near completion. The department stores continue to place substantial orders, while business in outside territory is all that could be wished.

* *

Tom Reed, traveler for the Guernsey Earthenware Co., was in the city with his samples last week.

* *

Peter Rinkin had a fine window display of dinner sets last week at the Boston Store

*

W. B. Andrews, who looks after the interests of the Duncan & Miller Glass Co. and the Co operative Flint Glass Co., made a business trip to Milwaukee, Duluth, St. Paul and other cities last week.

* *

M. B. Tinker, of the Central Cut Glass Co., has completely recovered from the injury to his arm sustained when he was cranking his auto a few weeks ago.

* *

F. T. Renshaw, of the United States Glass Co., who has returned from his vacation, says he is meeting with great success in the sale of the company's blanks. The demand from cutters has been brisk, and promises even larger proportions for the fall trade.

* *

J. A. Massell, representing the Federal Bureau of Foreign and Domestic Commerce, was in the city last week for the purpose of giving information to local manufacturers and jobbers desirous of seeking trade in South America. More than two hundred prospective exporters called on him during his stay.

* *

C. W. Reasner, of Kelly & Reasner, has returned from a brief road trip through the Northwest.

* *

Charles Paterson, manager of the china and glassware department of Carson, Pirie, Scott & Co., made a flying trip to Aurora last week.

* *

China and glassware traveling men will take part in a game of baseball which is to be played next Saturday at the park of the Chicago White Sox for the purposes of charity. The nines are to be picked from the ranks of the travelers, and any salesman is eligible if he can convince the umpire of his talent.

* *

James McHugh, of the Steubenville Pottery Co., is again on the road after spending several days calling on the trade here.

NATURAL GAS.

THE U. S. Geological survey has just issued a bulletin on natural gas showing consumption and value in 1913 and 1914. The West Virginia glass factories and potteries have a decided advantage in the matter of price, with Pennsylvania next. Pennsylvania consumed the most in 1913, using 177,643,230 cubic feet, valued at $28,709,565 reckoned at 16.18 cents per thousand feet. In 1914, 164,834,542 feet, valued at $28,439,324, at 17.25 cents per thousand. Ohio comes next with, in 1913, 128,204,722 feet, value $27,055,624 at 21.10 cents. In 1914, 138,388,914 feet, value $29,936,642 at 21.63 cents. West Virginia in 1913 consumed 96,645,438 feet, value $7,333,956 at 7.59 cents. In 1914 138,388,914 feet, value $7,334,690, at 7.70 cents. New York in 1913 consumed 16,738,549 value $4,888,412 at 29.20 cents. In 1914, 18,401,830 feet, value $5,510,204 at 29.94 cents. It will surprise some people to learn that New York produces so much natural gas.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 21, '15	Corresponding period 1914	Exports Jan. 1st to Aug. 21, '15	Corresponding period 1914
Boston..	36	35	3374	4410
New York	285	81	6349	6593
Baltimore.....	137	....	5305	6102
Philadelphia...	....	....	1912	1850
New Orleans	47	10	544	860
Newport News.	....	....	61	86
San Francisco.	16	....	1302	1007
Portland, Me..	....	....	1006	991
Galveston.	....	....	....	545
Portland, Ore..	....	....	140	....
Inland Points..	1	25	408	422
Total..	522	151	20401	22866

From the Freight and Shipping Circular of Smith, Christma & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 21, '15	Corresponding period 1914	Exports Jan. 1 to Aug. 21, '15	Corresponding period 1914
New York....	285	81	6349	7416
Boston.....	36	35	3374	4480
Philadelphia	....	....	1900	1892
Baltimore....	137	....	5305	6102
San Francisco	16	....	1272	1047
New Orleans	47	10	544	935
Portland, Me..	....	....	1006	994
Galveston	....	....	....	545
Newport News.	....	....	61	104
Portland, Ore	....	....	140	....
Inland Points	....	....	459	256
Total	521	126	20410	23771

THE METROPOLITAN MARKET

N the aggregation of china, glassware, bric a-brac and cut glass shown by L. Straus & Sons any dealer can id something to suit his needs. In spite of the war, is enterprising firm have succeeded in keeping up a ock from which immediate shipments can be made. hey are among the largest glass cutters in the coun-y, and are always in position to fill orders for this mmodity with dispatch.

Nothing will please the dealer who fails to find in-rest in the Knowles Taylor & Knowles line of dinner-are being shown by the E. W. Hammond Co. The splay presents a decidedly diversified list of designs a wide price range, and new decorations are constant-making their appearance. One of the striking new tterns is a deep yellow figured narrow broken effect ith pink roses on a black ground set in the open aces. Gold hair lines and edging and gold handles mplete the ornamentation.

A bluebird decoration has been added to the hand-corated line of vases shown by the United States lass Co. and forms a decided acquisition to the assort-ent of pretty designs. The top of the vase is edged ith gold.

A new shipment from Japan to the salesroom of ogi, Momonoi & Co. includes an assortment of artistic wer bowls—a line in a delicate old rose color with att finish meriting special praise.

Among the attractions at the local salesroom of e Fostoria Glass Co. are two new coin-gold decora-ns that are very pleasing. Both are shown by John ixon on full lines of stemware as well as various other eces.

From the Sterling Glass Co. the Horace C. Gray . are displaying a new popular-priced design in cut ass that has created a very favorable impression with l the buyers who have seen it. It does not depend on its price attraction for its popularity, however, for its designer has achieved something quite different from what is ordinarily seen, and the manufacturers have done their part well in its fine execution and finish. It is known as the "Butterfly Venus"—a butterfly in flight among sprays of flowers making a decoration of grace and beauty.

The most recent additions to the Canonsburg Pottery Co.'s line of dinnerware shown by H. Benekikt are some very striking black and white treatments. One is a key border in black with a hair line of burnt orange and a gold edging forming a fine contrast. A particularly pretty pattern is a wide lace-effect border in three color combinations—blue and white, black and white and green and white—with gold embellishments. All are on the popular "Avon" shape.

The Brush-McCoy Pottery Co. have made a sure-fire hit with a line of new moss green ware which has just recently been put on display by their representatives, Cox & Lafferty. In a well-selected variety of excellent embossed designs, a fine body and a soft matt finish, it leaves nothing to be desired. The prices are surprising, the usual expression of everyone seeing the goods being "How do they do it?" A fine assortment of artistic vases is shown, as well as jardinieres, pedestals, and various other items.

At the local salesroom of the J. D. Bergen Co. they are displaying two new patterns. One, called the "Oak," is a well-covered all-floral design showing copper-wheel engraved flowers with polished leaves; the other, known as the "Vine," is a combination floral and mitre cutting. Both are very reasonable in price.

A design of more than ordinary charm being displayed by Robert Slimmon & Co. from the Upper Hanley Pottery Co. is a reproduction of an old Davenport pattern in Italian blue. It shows a quaint all over scenic decoration perfect in detail. The ware is made only in short lines, owing to the difficulty of procuring all of the orginal copper plates.

TELL YOUR CUSTOMERS!

RETAILERS would save themselves a lot of complaints if they would inform their patrons that the use of soaps, washing compounds, powders, etc., containing alkalis or acids is detrimental to china decorations, particularly gold. They will take the gold off in a very short time, and eventually the colors. Women will condemn the ware, when, as a matter of fact, they have only themselves or their servants to blame. Whenever a dinner set is sold the buyer should be told to avoid soaps that "will clean anything."

RECENT PATENTS.

[Prepared for the CROCKERY AND GLASS JOURNAL by R. E. Burnham, patent attorney, 872 Bond Building, Washington, D. C., from whom copies of any patents mentioned below may be obtained for 20 cents each].

1,149,117. Glass-machine. James Diffenbacker, Burrows, Pa.

1,149,451. Method of manufacturing glass. Ralph G. Kann, Pittsburgh, Pa.

1,149,857. Machine for making hollow glassware. John Rau, Indianapolis, Ind.

1,150,030. Glass-running-out device. John W. Harding, Brockwayville, Pa., assignor to Brockway Machine Bottle Co., same place.

11,51,393. Glass-tank-discharging means. John Rau, Indianapolis.

Design 47,632. Glass vessel or similar article. Charles L. Sullivan, Moundsville, W. Va., assignor to Fostoria Glass Co., same place. Term of patent 14 years.

Designs 47,633 and 47,634. Shower-plates for lighting fixtures. Herman F. Voshardt, Chicago, Ill., assignor to Friedley-Voshardt Co., same place. Terms of patents 3½ years.

Design 47,640. Bottle. John F. Carver, Boston, Mass., assignor to Henry Thayer & Co., Cambridge, Mass. Term of patent 14 years.

Design 47,642. Reflector for light fixtures. Robert M. Dixon, East Orange, N. J., assignor to Safety Car Heating and Lighting Co. Term of patent 7 years.

Design 47,650. Bottle. James C. Roach, New York, assignor of one-half to Edward D. Very, same place. Term of patent 7 years.

Design 47,652. Glass bowl. Max Schaffer, New York. Term of patent 3½ years.

Design 47,665. Casserole. Theodore Haviland, Limoges, France. Term of patent 7 years.

Design 47,666. Covered dish. Theodore Haviland, Limoges, France. Term of patent 7 years.

Design 47,670. Shower-plate for lighting fixtures. Paul Mohrmann, Chicago, Ill., assignor to Friedley-Voshardt Co., same place. Term of patent 3½ years.

Design 47,677. Lighting fixture. Daniel Woodhead, Chicago, Ill.

Design 47,682. Lighting-fixture part. Percy I. Ansorge, Brooklyn, N. Y. Term of patent 3½ years.

Design 47,684. Goblet. Joseph D. Blaze, Jeanette, Pa., assignor to McKee Glass Co., same place. Term of patent 14 years.

Design 47,693. Glass vessel. Reuben Haley, Beaver, Pa. Term of patent 7 years.

Design 47,721. Glass vessel or similar article. Reuben Haley, Beaver, Pa., assignor to United States Glass Co., Pittsburgh, Pa. Term of patent 7 years.

Design 47,731. Article of manufacture. William T. Johnson, Beaver Falls, Pa., assignor to the Mayer China Co., same place. Term of patent 7 years.

Designs 47,736 to 47,739, inclusive. Vases. Andrew J. Sanford, Newark, Ohio, assignor to A. J. Heisey & Co., same place. Terms of patents 14 years.

Design 47,747. Lamp globe. John L. Dawe, Pittsburgh. Term of patent 7 years.

Design 47,751. Dish. Charles Graff, New York, assignor to Graff, Washbourne & Dunn, same place. Term of patent 14 years.

Designs 47,756, 47,757, and 47,758. Bowls for lighting fixtures. Victor S. Pearlman, Chicago, assignor to Victor S. Pearlman & Co., same place. Terms of patents 7 years.

Design 47,767. Ornamentation for dishes. Julius H. Venon, New York, N. Y. Term of patent 7 years.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 7, 1915.

LIVERPOOL

22	packages	earthenware	Meakin & Ridgway
7	"	"	Lazarus & Rosenfeld
4	"	"	W S Pitcairn
14	"	"	H C Edmiston
26	"	"	Maddock & Miller
4	"	"	G Collamore & Co.
2	"	"	O Gorham
7	"	"	T S Todd & Co.
2	"	"	W H Plummer & Co.
20	"	"	G F Bassett & Co.
6	"	"	Geo Borgfeldt & Co.
2	"	"	L Straus & Sons
5	"	"	Strobel & Wilken
8	"	"	Miscellaneous Orders
27	"	chinaware	Haviland & Abbott
1	"	glassware	G Collamore & Co.
12	"	toys	Geo Borgfeldt & Co.

ROTTERDAM

14	packages	chinaware	F Bing & Co.
13	"	"	Geo Borgfeldt & Co.
386	"	toys	Strobel & Wilken
7	"	"	Miscellaneous Orders
47	"	chinaware	Strobel & Wilken

HAVRE

7	packages	glassware	F Bing & Co.
7	"	chinaware	Bernard, Judae & Co.
15	"	toys	F W Woolworth & Co.
4	"	"	Strobel & Wilken

LONDON

11	packages	toys	British Consul General

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

1	package	earthenware	Jones, McDuffee & Stratton
17	"	"	R F Downing & Co.
15	"	"	American Express Co.
1	"	"	Charles R Lyn
6	"	"	Miscellaneous Orders

GENOA

17	packages	earthenware	R F Downing & Co.

ROTTERDAM

3	packages	earthenware	J H Thom
70	"	"	Geo Borgfeldt & Co.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE progressive dealer or department store manager should be constantly on the alert thinking up new arguments why the consumer should buy lamps, fixtures and lighting glassware, and when he has struck a plausible one should back it up with strong window and interior displays and well-posted salesmen. A good many dealers do not take full advantage of the opportunities afforded by the fall season, when the home is usually redecorated and generally brightened up. This is a time when the lighting fixtures, lamps, etc., should not be overlooked; and they would share considerably more in the attention of the householder if the dealers would put a little extra energy into their selling plans.

A look through the comprehensive display of new lamps gotten out by the Bradley & Hubbard Mfg. Co. is a treat, the designs being so different from what one has been accustomed to seeing during the past few seasons. A decided departure has been made in base designs, shades are tobe seen in original shapes, and there are several new finishes.

A very practical novelty just added to the display of lamps at the salesroom of the M. Herbert Co. is an adjustable reading lamp with an ash receiver and match-safe forming the base. The latter contains a new feature for dumping the ashes into a concealed glass dish, which is easily removable without disturbing the lamp, thereby enabling the housekeeper to always keep it clean. The reflector is adjustable to any position desired for the concentration of the light.

H. F. Weber has just received from the factory of the Pittsburgh Lamp, Brass and Glass Co. a special assortment of new gas and electric portables in black and white decorations. They are very tastefully gotten up, and one of their attractions is the popular prices at which they are sold. They are made in three sizes.

Lamp buyers should not miss the new fall display of Edward Miller & Co. They have brought out so many new ideas in shapes, designs and finishes that it would require more space to describe them than is at our command. Here selection is not confined to a few samples. The buyer is given a choice of dozens of designs in everything, from the boudoir to the largest table or floor lamp. The same high standard of quality is always maintained, and the prices are as reasonable as this class of goods can be bought.

The Waldo Company are showing a collection of novelty lamps shades in every size, from candle to the largest floor lamp. They specialize in fabric shades of all kinds, and the buyer looking for something out of the ordinary can find it at their salesroom. In their display is also a variety of exclusive styles in novelty china lamps.

Fondeville & Van Iderstine have been appointed representatives of the new lighting glassware line made by the Hocking Glass Co., Lancaster, O. Samples will be on view within a few weeks.

Wm. R. Noe & Sons are making a very attractive display of imported decorated illuminating glassware in semi-indirect bowls with shower shades to match. A variety of delicate colorings are shown in which there is something to correspond with almost any color scheme.

A novelty in the interesting display of portables made by the Pairpoint Corporation this season is a line of hand-decorated urns mounted on handsome and very odd mahogany pedestals.

The Tajimi Co. have placed on display in their stock department as fine an assortment of art vases for lamp mounts as could be wished for. A great number of designs and shapes are shown, no two being alike. A line of cream white vases is notable for the fine body, soft finish and unique shapes. Then there is an excellent line in crackled ware, and a number in which rich blues, greens, browns, grays and wine-colors predominate. Some beautiful effects in splash glazes, both mottled and plain, are shown.

FOUNDED IN 1874

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 9, 1915.

TALKING POINTS.

MANY a good article fails to achieve the success it should because it is not properly presented. Almost everything has some talking points, and a mediocre article may be marketed if these are properly brought out. The trouble is that they are not always known, or if known are not used to the best advantage.

Suppose the goods are in "period" designs. If the salesman is "up" in the history of the design the dealer can be interested. He will quickly see that he can use the talking point with consumers, who, if not posted themselves, will be glad to learn, and ten to one will pass on the information to their feminine friends, and thereby make prospective customers for the retailer.

Take the shape. If it is a reproduction of an antique, or has some historical significance, as trong talking point can be made of it.

Decorations furnish an inexhaustible supply of talking points.

If a customer can be interested in an article a long stride has been made towards a sale. Many people like to visit crockery shops because they are fond of pretty things. They may have no intention of buying—perhaps are only killing time—but if they can be shown that this or that article is desirable the purse-strings will be loosened.

We venture to retell an old story that well illustrates the point we are trying to make:

A lady dropped into a prominent crockery shop in Allegheny, Pa., and wandered aimlessly about for a while, till, picking up a vase, she asked the proprie what it was.

"Ohio mud," was the answer.

For a moment the lady was dazed, as he expect Having secured the effect desired—that of arousing l interest—he immediately followed up his statem with "But I have nothing in my place more arti nor more beautiful. That is a piece of 'Rookwood.'

He then explained that years before a party of ciety women in Cincinnati, having previously dabb at wood-carving and other artistic pursuits, turned th attention to making pottery. The first products w very crude, and they soon gave up the attempt. I one of them, more determined than the others, p servered, with the result that after spending a fort and years of time "Rookwood" was finally achieved

The customer bought the vase, together with s eral others. Inside of three months she had brou half a dozen customers to that store, and her own p chases of "Rookwood" and other things amounted o over $400.

Another case of the same kind happened recen A retail customer was sent to a wholesaler to get a p and saucer to match her set. She saw a design on a d ner service which she thought was very pretty; and e salesman, a good talker and posted in his business, h ing agreed with her that it was an unusually good p tern, both in design and color, said it was a reprod tion of an old piece from a museum, told the histor of the original maker, and how his house had secured e pattern. Before entering the store she had no idea buying another dinner set; but she did; and the dea had a handsome commission credited to his account.

ENGLAND READY TO RELEASE GOODS.

DEFINITE information was cabled by Ambassa Page from London this week that Great Brit was now prepared to accept informal representati by the Foreign Trade Advisers of the State Departm as a means of releasing American-owned goods of G man and Austrian origin now held up at neutral po by the British Order in Council. Goods amounting o $167,000,000 have been tied up at Rotterdam alo and it is expected that the new arrangements will lease not only these shipments, but all goods of Germ and Austrian manufacture for which American porters have incurred obligations.

Ambassador Page's report follows:

The British Government is now agreeable to e presentations by the Foreign Trade Advisers, act informally for importers, through the British Emba in Washington. You are further informed that det of arrangement are now being worked out. It is visable for importers to forward proofs as to goods dered before March 1 by contracts under which th are liable to make payment, including clear statem of the circumstances of the case and the orginal c tract or certified copy.

T. S. Sharretts, counsel for the Importers' Assc

tion, says: "I am satisfied that the final settlement of ll cases will be through unofficial negotiations by the oreign Trade Advisers' office with the British Em- assy here, and not, as formerly, through the instru- ientality of private attorneys in London."

PERSONAL.

AMONG the popular china and glass buyers who come to New York may be numbered Joseph Moore, with the Denver Dry Goods Co. Before leaving for home on Wednesday night he said that he had bought fully as many oods as usual, and had taken a chance on German are because it was the only thing to do. If the embargo as raised he would get the goods; if not, he would of ourse have to supplement his stock from other sources.

John McKanna, head of the McKanna Cut Glass o., Honesdale, Pa., motored with his family to New ork the latter part of last week and spent the holidays nearby seashore resorts. On Tuesday he dropped in r a chat with his local representative, E. L. Bates, efore starting for home.

H. F. Weber spent the week-end and Labor Day siting his brother at Trenton, N. J.

After a month's Grand Jury service J. H. Venon is ad to again be able to devote his entire time to busi- ss.

Fred J. Classen, traveling representative for the it Glass Products Co., was a caller at the office of C. . Taylor, the New York representative of the con- rn, on Tuesday, preparatory to leaving for a trip rough the Eastern States.

Alex. H. Renwick, of the wholesale firm of Jen- ns, Renwick & Cunliffe, Vancouver, B. C., who has en in England since the middle of July procuring w goods, arrived in New York the latter part of last ek and is spending a few days here looking through e local market before leaving for home. He makes s headquarters at the Hotel McAlpin.

A. M. Donahue is in town this week on his initial ying trip for the Edw. Malley Co., New Haven, nn.

Walter M. Manes, road representative for Takito, awa & Co., leaves the first part of next week for a p through the East, making Philadelphia his first stop.

Rudolph Niehaus and A. Menges, buying for rmod, Jaccard & King, St. Louis, Mo., arrived in town on Sunday to spend a couple of weeks here in the interest of their concern. They are stopping at the Hotel Astor.

C. F. Patton left on Tuesday for a trip through the New England States for Koscherak Bros.

John Nixon, local representative of the Fostoria Glass Co., returned last Friday from a three weeks' vacation at Picton, Canada, where he has a summer home, looking five years younger.

F. L. Gavitt, china and glassware buyer for the H. B. Gavitt Co., Westerly, R. I., arrived here Tuesday and is making the Hotel Navarre his headquarters.

Edw. Eckert, who has been representing Bates & Ledden in the metropolitan district for some time past, has been engaged by J. Duncan Dithridge to call on the trade in the same territory with Bryce Bros.' line.

Alfred B. Evans and Norman C. Walker, with Meakin & Ridgway, left on Monday night for their respective territories. The former's first stop is at Philadelphia; thence East; Mr. Walker opens up at Pittsburgh, and then goes West.

F. O. Shattuck leaves Sunday night for Boston, where he will open up at Young's Hotel with the lines of George F. Bassett & Co.

J. W. French, traveling representative for John Davison, left for an extended trip this week.

Harry B. Whitney left Monday night on his regular trip, stopping first in Boston at Young's Hotel wit samples from the Phoenix Glass Co. He is full of optimism as to the future, and has good cause to be with the line he carries.

C. P. Cox, Jr., of Cox & Lafferty, arrived at his office Tuesday morning from a delightful outing at Oquaga Lake, Deposit, N. Y.

John J. Miller, head of Maddock & Miller, has another new office assistant in the person of his youngest son, Robert. John J. is certainly bringing up his children the way they should go.

GREENHUT FORMS NEW COMPANY.

THE Greenhut Co. has been incorporated to carry on the business of the old company. The capital is $10,000,000. The incorporators are S. A. Anderson, Joseph F. Curtin and Howard K. Wood.

THE GOLFERS.

THE Essex County Country Club at West Orange, N. J., has been selected by the Pottery, Glass and Brass Salesmen's Golf Club for the fourth game of the season's tournament, and Wednesday, September 22, as the date. This is the season of prime golfing weather, and the fine course and beautiful situation of the links, which afford an ideal place for a day's outing, should bring out one of the best crowds of the season.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

F W Gremmels, t, Jos Horne Co, Pittsburgh. 470 Fourth ave.

F L Sturtevant, hf, c, Forbes & Wallace, Springfield, Mass. 2 Walker.

A J Scott, hf, t, Z L White Co, Columbus. Imperial.

Mrs A Schwartz, c, g, Houston, Tex. Imperial.

F E Adams, t, A Acruman Merc Co, St Louis. Broztell.

J P Banzhof, t, W F Gable & Co, Altoona. 2 Walker.

Miss O'Niel, t, Siegel, Cooper Co, Chicago. 13 East 22d.

A F Pohlman, t, Joslin D G Co, Denver. 23 East 26th.

A R Willauer, hf, c, t, W Laubach & Son, Easton, Pa. 41 Union sq.

D B Ryland, c, g, D B Ryland & Co, Lynchburg, Va. Latham.

S J Watts, hf, c, Woodward & Lothrop, Washington. 334 Fourth ave.

B F Welden, c, Sisson Bros.-Welden Co, Binghamton. 220 Fifth ave.

S G Harwood, t, Mandel Bros, Chicago. 13 East 22d.

C H Kuhlman, hf, t, The Fair, Cincinnati. 23 East 26th.

F J Smith, hf, Gilchrist Co, Boston. 432 Fourth ave.

Miss R M Deutsch, s, Lit Bros, Philadelphia. 1261 B'way.

F C Keffer, c, Kline, Eppiheimer & Co, Reading, Pa. 315 Fourth ave.

Clarence Longacre, c, g, hf, Bush & Bull Co, Williamsport, Pa. Grand.

DON'T WHINE!

WHAT is the use of whining? It is the very poorest possible imitation of music. The average person likes pleasant, harmonious sounds, and there are precious few who will hang around the spot where some poor, spineless, broken-spirited duffer is whining out his woes.

Life is full of troubles. We all have them, and most of us are trying to forget them. Consequently the whiner is not the most popular man.

There are plenty of good reasons why whining is both a waste of time and in the worst possible taste.

The world about us is bright and beautiful. Even the darkest, murkiest, rainiest day has beauty if we would but view it at the cheerful angle.

Some of the worst crippled men and women on earth are possessed of the sunniest natures. Some of the men who have received the heaviest buffets of fortune can still continue the fight of life with smiles on their faces.

Don't whine! It is the surest admission of hopeless defeat.

NEW WAY FOUND TO SECURE POTASH

A YOUNG chemist in this city has shown Dr. Thomas H. Norton, the Department of Commerce's agent, a new process for extracting potash from feldspar. Dr. Norton was so much impressed with the young inventor's process that he said:

"I have examined the chemical factors of this process and am convinced that it is reliable and of value. Tests have been successfully made with several hundred tons of feldspar. I consider this new process important in several ways. In the first place, it promises an economical way of liberating aluminum and silica from feldspar. Aluminum, silica and potash are closely united in the feldspar of the Alleghany Mountains and acids do not liberate them. We have to use an alkane process before we can split them with acids. Now, the release of this aluminum quickly and cheaply is of great importance to the aluminum industry in the United States, which uses 300 tons of pure aluminum daily. Secondly, the new process of getting potash from feldspar is more direct than extracting it from kelp. This young man's method will give us potassium carbonate almost directly from the rock, and potassium carbonate is the great desideratum. Having that, we can immediately get any kind of potash salts including nitrate. To get potassium carbonate from the kelp we have to use rather a roundabout method. Germany has the one great natural monoply of potash. We have been taking half her output. Now we cannot get it."

GOODS IN BONDED WAREHOUSE.

THE Government report of the goods remaining in warehouses on June 30, 1915, shows undecorated goods to the value of $35,073; decorated or ornamented, $184,055; all other, $254,896; making a total $474,24. For the corresponding period of 1914: not decorated, $39,697; decorated, $178,051; all other, $122,516; total, $340,264.

Of glassware there was $387,977 as against $30,156 in 1914.

These figures represent the totals in all of the ports of the United States.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

As we go to press the joint conference between committees representing the United States Potters' Association and the National Brotherhood of Operative Potters is completing its labors at the Hotel Chalfonte, Atlantic City. There is little doubt of an amicable settlement of all the questions at issue, for both sides have been reasonable in their demands.

* *

Frank Simmers has returned from an extended Western and Pacific Coast trip in the interest of the Hall China Co. He is preparing to cover the Eastern States soon.

* *

Unless present indications and experiments fail, this district will soon be producing a vitreous hotel china. Some trials which have been put through the kilns of one plant within the past few days are pronounced eminently satisfactory.

* *

Several local plants are being favored with large scheme business. At least three exceptionally large orders have been booked here of late.

* *

An increased demand for plain white ware was reported by some local manufacturers this week. For some time orders for this class of goods were not as brisk as formerly.

* *

A. P. McPherson, Western salesman for the Knowles, Taylor & Knowles Co., has started out over his territory.

* *

One of the largest drug manufacturing concerns in the country has entered the scheme business, and has placed orders here for pottery.

* *

Salads continue to be in brisk demand, all lines having a good movement. Several local concerns have recently brought out new shapes to meet the requirements of buyers. There is no end to the decorations offered.

* *

A survey of the local pottery district shows that only one plant remains idle—that formerly operated under the name of the Brunt Pottery Co.—and it does not seem likely that it will ever again become active. The Brunt concern is out of business, and those who were identified with its management are now associated with other going concerns.

* *

Certain Pittsburgh department stores are now making a feature of American pottery, and the bulk has been secured from local plants. One large furniture store has been especially featuring the "Bluebird" decoration in 100-piece sets.

* *

"On account of shipments going forward with considerable promptness, mails are not as heavy," said one sales manager this week. "Let deliveries become retarded, and one will find that a considerable portion of the letters received will refer to shipments."

* *

A local pottery has just secured the contract for furnishing from 75,000 to 100,000 dinner sets. This is said to be one of the largest orders of its kind ever placed here.

* *

A few days ago a well-dressed Japanese who seemed to be unable to speak much English appeared in a pottery office here, armed with a letter from an official of the Ceramic Department of the Ohio State University in which permission was asked for the bearer to "go through the plant." Permission was given, and the journey started. Later the visitor was found talking to a workman and writing down in detail all the information he could glean. Then he was politely told that a trip through a pottery was one thing, and the securing of trade secrets another. His remaining sojourn on the premises was very brief.

* *

The sale of American-made decals is showing a remarkable increase, and local supply dealers say that it will continue to grow, even after the European trouble is adjusted.

* *

Charles F. Goodwin, secretary of the United States Potters' Association, and formerly a member of

Goodwin Pottery Co., has announced his candidacy as a member of the Board of Education of this city. John Stamm, formerly with the National China Co., and now associated with the Croxall Chemical Co., is also a candidate for the office, there being three new members to be elected in November.

* *

Business men of Toronto, O., have raised the bonus of $5,000 to be given the Steubenville (O.) Pottery Co. This will insure the resumption of operations at the former American China Co. plant.

* *

C. L. Hart, formerly office manager of the Potters' Co operative Co., has become associated with the Ohio China Co., at East Palestine, succeeding William E. McConnell, who has gone to Akron.

POTTERY MANUFACTURERS' PROPOSITIONS.

FOLLOWING a special meeting of the United States Potters' Association in East Liverpool, September 1, fourteen counter demands or propositions were formed and forwarded to President Edward Menge of the National Brotherhood of Operative Potters.

Some of them have to do with the production of better ware, notably the third and tenth clauses. The co-operation of the workers is asked when the manufacturers are doing experimental work. The abolishment of the morning lunch period is also asked. This is an old custom in the potteries, and was considered a necessity in olden days, when the workers went to their benches much earlier in the morning than is now the rule.

The full list is as follows:

1 Any and every firm so desiring may install a time clock or clocks and may require that every employee, whether working upon piecework or day-wage basis, shall register thereon, or that any other system may be installed that will enable the employer to determine the exact hours of employment or the exact wages earned, or the exact amount and character of work done, by each and every person in his employ, and that every workman shall cheerfully co-operate by observing in all reasonable ways any system that may be adopted for this purpose.

2 That Section Six of the Astor Agreement be made effective by adding a penalty for violation as follows: In case any local shall violate said section by issuing an order to one or more of its members touching any price or working condition, then said price or working condition, if in dispute, shall be settled by the representatives of the U. S. P. A. on the standing committee in accordance with what such representatives believe to be just and fair to all concerned; the representatives of the Brotherhood having the right of argument, but no vote in such case.

3 The long-recognized right of the firm to insist upon having bats polished shall be made a part of the agreement.

4 The firm shall pay no part of the wages of a pin boy except for such times as a pin boy is actually employed and does the work.

5 All members representing the N. B. of O. P. on general ware standing committees shall be appointed by officers of the Brotherhood.

6 A new standing committee shall be appoin which shall have its headquarters at Sebring, Oh and which shall have jurisdiction over all disputes iginating at Sebring and such other Western potter ouside of East Liverpool as may be designated in c ference.

7 When standing committee fails to agree u any point and refers it back to firm and men for set ment, it shall mean that the firm and the men direc employed on the job in dispute shall have unquestio and final authority to settle in any way agreeable them, and to them only. There shall be no criticism any such settlement from any source, and there shall no outside influence, coercion, or interference permit or countenanced on either side before or after settlement. The intent of this proposition is that b the men and the firm shall feel absolutely free to set such questions in accordance with their individual ju ment, without fear or favor.

8 The position of bench boss shall be discont tinued, and the firm may employ instead a superint dent over all kiln work who shall not be a member the N. B. of O. P., or may oversee the work in a other manner that may be agreeable to themselves.

9 That the lunch time practice be discontinue in all departments and that instead a rest period of minutes running from 10 o'clock until 10:10 a.m. e substituted, to be observed by all employees in all partments.

10 Any dipper who shall attempt to dip more th two pieces at one time of any article other than indiv ual butters shall be subject to immediate discharge.

11 During the experimental stage of any new p cess or manufacture the firm shall have the co-ope tion of the N. B. of O. P. If no temporary piecew k price for such experimental work can be agreed up the workman shall be paid on a day-wage basis at hourly rate approximating the rate published in Sheridan report as the national average for that par lar trade.

12 Committees shall be appointed represent the two parties to this agreement, with instructions endeavor to establish a cubic foot basis for draw glost kilns.

13 In packing quantities of short sets, less th forty-two (42) pieces, consisting of one hundred (1 or more packages, the firm shall have the option of h ing the work done by day wage or common labor ide the packing department.

14 That a uniform price be established for cast teapots.

AT PITTSBURGH.

E. E. WILGUS closed his exhibit of the lines of Buffalo Pottery at the Ft. Pitt and then left the factory, where he will remain about ten d arranging samples of the new vitrified hotel china li He will then go to Boston, where he will open Young's Hotel for probably a month. The factory is turning out three kilns a week of this new line.

* *

Samuel P. Arnold, with the lines of Mc Momonoi & Co., New York, who has been at the Col ial-Annex, has closed the display and started over is territory.

* *

Charles Ellis, who is showing the lines of George H. Bowman Co. at the Colonial, is more th pleased with the volume of business he is booking his trip. The new cut glass lines of this concern are hv ing an active movement.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Not in several years has the demand for glass souvenir assortments for sale at county and State fairs been as strong as is noted this month. This will continue into October, and local decorating shops are getting reasonably large orders from all parts of the country. These goods are going out in from five to fifteen barrel lots, and the business is either cash in advance or C O. D. The Ohio State Fair, the West Virginia State Fair and the Trenton, N. J., Fair concessionaires have been the heaviest buyers, and the county fair men have come up a very close second.

Requests for catalogues and prices of decorated glassware are being received here from Russia. Already some business has been done with that country.

Operations at the plant of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., are on a normal scale. The glass department is working full, especially on lighting glass, while the stamping department is operating to capacity.

Quite a demand is noted just now from scheme houses for decorated opal glass bureau sets. These are being ordered in from 100 to 500 lots, and call for immediate delivery.

Display jars for confectioners, preserving and package goods are in very fair demand just now. The confectioners are buying for the holidays, while the other two lines are featuring new products in the fruit lines.

The Diamond Glass Co., Indiana, Pa., has had an exceptionally good run this season on decorated water and lemonade sets. The concern is showing from 50 to 100 different decorations on this line.

Mr. Brown, glass buyer for the George H. Bowman Co., Cleveland, was in the district a few days ago placing business for immediate delivery.

A new catalogue has just been issued by the Consolidated Lamp and Glass Co., Coraopolis, Pa., showing its entire line of lighting glassware. It is in colors, and shows in detail the various treatments on Cora glass. The latest addition to the line is three sizes in a bell-shaped semi-indirect bowl.

Letters were sent to glass, pottery, enameled ware and household goods manufacturers this week by the management of the Ft. Pitt Hotel calling for confirmations of reservations for the January exhibit season. A list of these will soon be announced.

The Dunbar (Pa.) Flint Glass Co. has been here looking for blowers and gatherers, having decided to run hereafter "open shop." Its proposition to the workers is to pay the union scale of wages less ten per cent; unlimited move on all ware, and four and a half hours to constitute a turn.

The Gill glass plant at Steubenville, O., will start another furnace next week, thus giving the concern the full possible production of the factory. The Toronto, O., plant of this firm is also working full time.

At a recent banquet in Wellsburg, W. Va., James Paul, of the Eagle Glass and Mfg Co., speaking of the development of that place, said: "The first industry in Wellsburg was a glass factory, on the site of the present Riverside works. It was established 103 years ago, by Isaac Duval, whose children still live here. At the time of the establishing of this factory England was at war with the United States and no imported glassware could be shipped in. The factory flourished then, but after the war the English ware arriving caused it to fail. It was at this time that the question of the tariff arose, and it has been a troublesome question ever since. We should follow the advice of a distinguished ex-President and take the tariff out of politics by the establishment of a commission with power to settle the question of import duties."

Hardly a day passes that glass manufacturers in Pittsburgh do not receive letters of inquiry from foreign countries seeking an opportunity to represent American glass lines. Some of these are receiving close attention after investigation, while others are pending decision. The Pittsburgh glass manufacturers are undoubtedly making plans to increase their export business.

JOTTINGS BY A QUIET OBSERVER.

THAT the English manufacturers were fully justified in increasing their prices is admitted, because of the large increase in the cost of manufacture. On one single item the cost has advanced almost thirty per cent. Bone, which enters largely into the manufacture of English china, has increased from $22 to $68 a ton. Most of the bone used comes from Argentina, and owing to the shortage of vessels importations have been comparatively small. There is enough on hand to run for some time, however, and the supply will probably be increased before there is a real shortage.

Some months ago an article was published in this paper concerning losses of foreign goods in transit. The authorities at the Appraisers' Stores took up the matter and proved conclusively that the thefts took place outside of their jurisdiction. Now the Federal authorities have arrested a man on the technical charge of smuggling whom they assert is at the head of a conspiracy that has robbed truckmen handling bonded merchandise of goods valued at $70,000. This man is known as a "junkman fence." He is now out on bail. The modus operandi was as follows: The drivers, who it is alleged were acting with him, would arrive too late to have goods accepted. They would then take their loads to the stable yards, and under cover of darkness thi man and his accomplices would open cases, take good and nail up the cases again. Of course when the reached the consignee they were short.

We are frequently appealed to regarding so-calle non-refillable bottles, and have invariably stated tha they do not exist. The "Ad-Visor" of the "New Yor Tribune," who has been investigating the matter, ha found six of them refilled with lemonade, water, in and vinegar. This was accomplished by a man i Brooklyn, who can fill eight to twelve of these bottle in an hour. He uses a force pump, three lengths c rubber hose, a rubber cover to protect the bottle, and boy of averge intelligence. The total cost of the appa ratus, excluding the boy, is $27. The address of th man may be had upon application by anyone interested

Alaska is becoming a good customer for America pottery. During the fiscal year of 1915 our exports t that possession totaled $94,839—an increase of $17,72 over 1914.

New York City has at last awakened to the nece sity of improving its harbor. We do not know whethe the activities of Jerome Jones, of Boston, had anythin to do with it, but it is a fact that the Merchants' Ass ciation and the Chamber of Commerce have started movement towards greater facilities for transatlant transportation. It is a huge undertaking which mu take into consideration the lower and upper New Yo

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New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

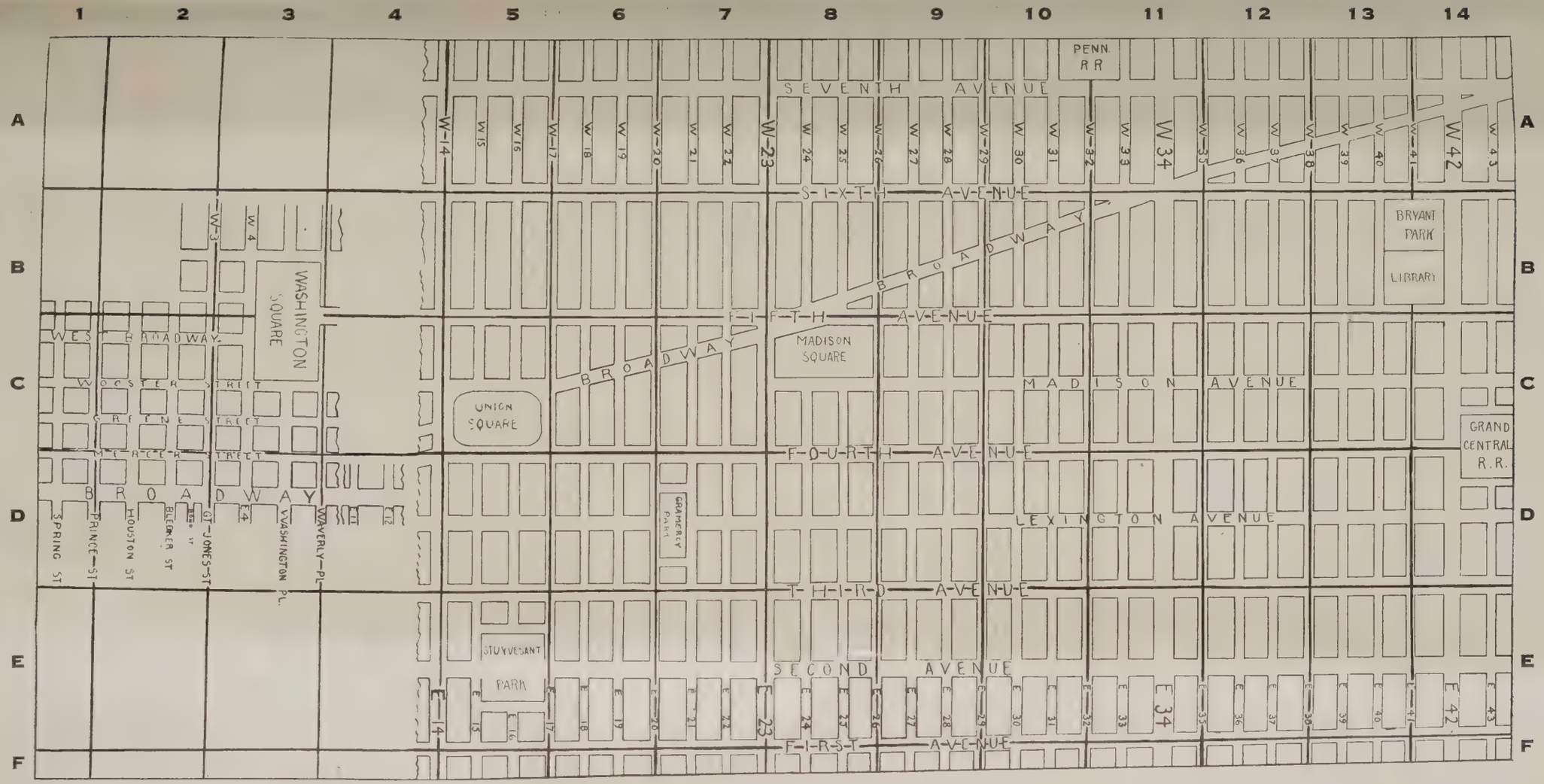
WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

Locations of Firms in the Uptown District.



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Manhattan Brass Co., 332 E 28th.....F-9
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bays, Newark bay, Kill von Kull, the Hudson and East rivers and the western reaches of Long Island Sound. The Merchants' Association, however, is big enough to handle it.

SOLDIER DOLLS THE CRAZE.

"QUEER thing about this war in Europe," said the manager of the New Toy Mfg. Co., of Newark, N. J. "Before the great conflict, England and Canada used to buy all their toys from Germany, but now, since they are no longer friendly, the English and Canadian kiddies have to get their dolls elsewhere. American toy manufacturers have been quick to take advantage of this market, and this country is shipping thousands of dolls into Canada and England daily. These dolls you see here are the result of a craze which has just now gripped Canada. The fad there is to have soldier dolls, and we have constructed these of an unbreakable material, so they will be able to withstand the rough handling that usually falls to the lot of a soldier boy. Altogether we are turning out five types, but for one of them there is no market in Canada. That is the German uhlan; and funny, too, since he's made of the same stuff as the others, "ligumfibro," and his head and hands come from the same mold as the French and Belgian soldiers. It's all in the uniform. Each doll is thirty inches high and weighs three and one-half pounds. We pack about three dozen in a large case, which weighs about 240 pounds."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Commission representatives with experience in glassware line for Chicago, Philadelphia, Boston and Baltimore, by manufacturer making complete line of light cut glassware. Address P. O. Box 311, Tiffin, O.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092. Chicago Office, 325-31 W. Madison S

Catalogue Upon Application.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

L. STRAUS & SONS,

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Importers and Manufacturers.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSIN

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender,

Illuminating glassware. Cristolleers. Semi-indirect lighting devices

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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D., & Co., 50 Park Place..... C 3	Goetz, O., 43 Murray St..... C 4	Slimmon, Robt., & Co., 96 Chnrch St..... D 3
Coy Pottery Co, 25 Park Place. D 4	Honesdale Decorating Co., 36 Murray St. C 4	Straus, L., & Sons, 42-46 Warren St..... C 4
d, L., & Co., 46 Murray St..... C 4	Koscherak Bros., 29-31 Park Place..... C 4	Takito, Ogawa & Co., 25 Park Place..... D 4
Glass Co., 92 W. B'way..... B 4	Kupper, Herman C., 52 Murray St..... C 4	Tarentum Glass Co. 25 W. B'way..... C 3
fferty, 25 Park Place..... D 4	Maddock & Miller, 54 Murray St..... C 4	Tharaud, Justin, 25 W. B'way..... C 3
ohn, 14 Barclay Street..... D 3	Miller, Edward, & Co., 68-70 Park Place.. C 3	United States Glass Co., 71-73 Murray St. B 4
, C., & Sons, 36 Murray St..... C 4	Noe, Wm. R., & Sons, 53 Murray St..... C 4	Vogt & Dose, 65 Barclay St..... C 3
Miller Glass Co., 92 W. B'way. B 4	Potomac Glass Co., 66 W. B'way..... B 4	Williamsburgh Flint Glass Co., 96 Park Pl. B 3
l, B. F., & Co., 50 Murray St... C 4		

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades,
Novelty China Lamps, etc.,

45 EAST 20th STREET, near 4th Ave.
Tel. Gramercy 5315.

Haviland & Co

11 East 36th St.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building,
New York.
Site of the Fifth Avenue Hotel.

GUERNSEYWARE.

16 West Twenty-third Street.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

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China, Art Goods, Lamps and Shades.

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KENNARD L. WEDGWOOD,

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Illuminating glassware, electric portables,
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Tel., Madison Square, 6435 and 6436.

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Japanese Goods.

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FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

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Importers of Japanese Goods,

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Plain and Decorated Crystal and Colored Glassware.
LUNA Illuminating Glassware.
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O. D. DELA CROIX,

China and Cut Glass.
Eastern District Manager Consolidated Mfrs' Co., China,
Plain and Decorated Dinner and Toilet Ware.

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REPRESENTING:

Diamond Glass Co., Colored and Iridescent Glassware.
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Lighting glassware, glass specialties,

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English, French and German dinnerware. Hotel and b
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J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Rautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

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Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

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Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

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BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

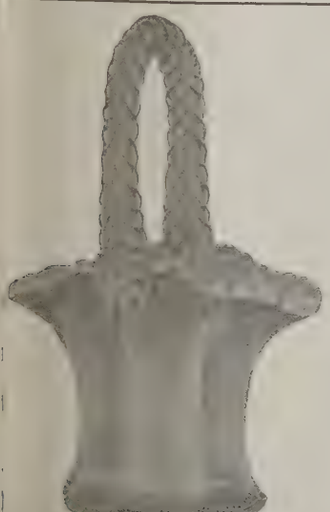
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Pottery and Glass Colors.

MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

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Glassware
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The Well-Known Trade Mark:

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Inverted and Q Gas and Electric Globes, in all colors. Im
Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

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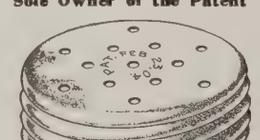
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Celluloid Cap & Metal Ring D.
NEPERA PARK, N. Y.
Celluloid "Salt and Pepper" Cap
Discs and Metal Rings
We now carry about forty stock sizes. Write
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GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

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Plain and Etched Glassware.

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Catalogue of Etched Glassware will be sent on request.

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Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
Cuspidores and Match Safes.
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Fire-Place Fixtures, Andirons, Fire Sets.
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"Perfection" Student Lamps.
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TEADILY SUCCESSFUL.

ur "GLENDORA" Dinner Shape.

le a *Semi-Vitreous China Boay.* Was a decided ess ast season, and we continue it this year.



y t atments, some of which are exclusively controlled by re being used, together with former successful patterns. ny ecialties and assortments are ready. *Get in touch h !*

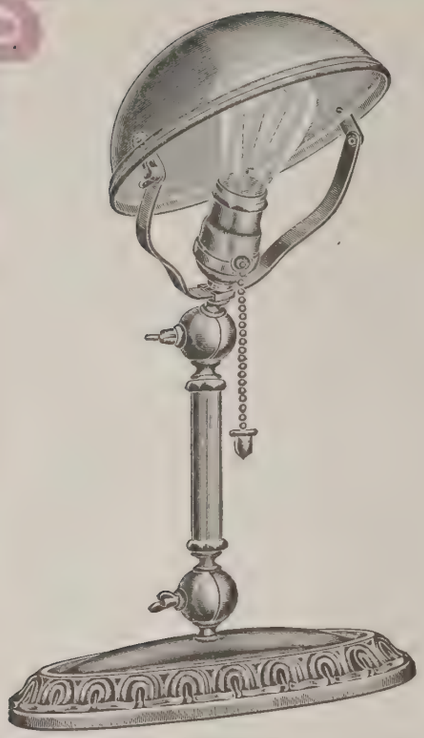
ertwright Bros.,

EAST LIVERPOOL, OHIO.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



No. 439. Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

Plumwood

Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

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SALES OFFICES:

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and Oil
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The Pittsburgh Lamp, Brass and Glass

General Offices, Pittsburgh, Pa.

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New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston, 127 Federal St

PITTSBRASCO

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Baltimore, 122 W. Lafa
Chicago, 110 S. Vbas
San Francisco, 61 Mis

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Can
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

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Factories, - - Meriden, Conn.

Edward Miller & Co

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIG

It costs but five cents and a *few* minutes' ri
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new designs and *new* finishes in

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68 and 70 Park Place, Between Church St. and West Broadway, **New York.**

Factories: Meriden, Conn.

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In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

c 82. No. 12

Sept. 16, 1915

The Complete Representation of

ROYAL NORITAKÉ CHINA

For 1916 Delivery

Awaits the Inspection of the Trade.

In quality of ware, variety and attractiveness of shapes, and in the beauty of decorations, this year's line shows an unusual advance over its predecessors.

In the selection of our new line special effort has been made to meet the present trade conditions.

MORIMURA BROTHERS,

546 and 548 Broadway, New York.

Chicago, 220 South State St.

Boston, 144-146 Congress St.

NEW DECORATIONS.

OUR latest, in high class work, is two new decorations, consisting of Bluebirds and Birds of Paradise, opaque or transparent, with a 24-karat burnished gold edge.

These decorations are put on lead blown and highly-polished pressed ware, and include a wide range of vases, berry bowls, jugs and stemware.

These artistic decorations, in connection with our rims of gold, offer unusual opportunities of catering to the trade who are desirous of high class work.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angele

IMPORTANT ANNOUNCEMENT.

I have added to my display of

CELEBRATED AHRENFELDT CHINA

and

SCHIERHOLZ ART CHINA

a line of DECORATED GLASSWARE produced in this country and called

"PATE RIZ."

This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer. 52 Murray St., New York.

ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company

POTTERS.

THIS TRADE MARK THE COLONIAL CO

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
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San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA

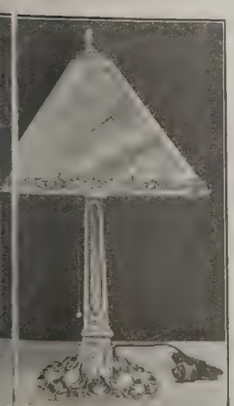
VITRIFIED BODY & HARD GLAZE
FOR USE IN HOTELS, CLUBS, RESTAURANTS
INSTITUTIONS &c.
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THE MAYER CHINA Co.
BEAVER FALLS, PENNA.

LINE OF "LIVE ONES"

FOR THE WIDE-AWAKE BUYER.



Our new designs are better than ever.

Imperial Art Glass and Lamp Works,

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ESTABLISHED 1873.

Brass and Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.



ABELS & CO.

Manufacturers,

460 West Broadway, New York.



HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the "G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G. D. A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915

Samples

NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.

46 MURRAY ST. - - - NEW YORK

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

New designs in light cuttings on Water Sets, Berry Sets, Comports and small pieces. Lead blown hand work.

Full lines of samples can be seen at our agencies:

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C. H. PARSHALL,
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Northeast Corner
Hanover and Lombard Sts.,
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THE VAN GLECKLAND PORTABLE GAS LAMP

Makes gas only when in use; stops instantly when light is turned out.

THIS LAMP, demonstrated in your store, will add materially to your profits.

It combines all the requirements of a perfect lamp—artistic design; absolutely safe; a brilliant, but not glaring, light.

Economical to use.



IT appeals to dealers because it is exclusive. It yields a good profit on the lamp sale and establishes a continuous profit on the sale of carbide.

Write us for detailed description also our comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.
110 West Fortieth St., New York.



No. 2330. Jardiniere and Pedestal.

A new line of "Bronze" and "Sylva" Ware. Made in Jardinieres, Pedestals, Vases, etc.

Mr. Buyer:

Our representatives are showing more new

REAL SELLERS and REAL PROFIT-MAKERS

than ever before. If you want something big for a special sale, if you want good value, satisfactory merchandise, try the

BRUSH-McCOY "LINES THAT SELL."

See our representatives or jobbers—for most good jobbers carry our complete lines. Don't forget we make the

"DANDY-LINE" YELLOW WARE.

See page 405, September "Good Housekeeping," for endorsement from this high authority on kitchen needs. Your trade will demand "Dandy-Line."

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO,

Trade Mark W.G. & Co. of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

TOBY.

MOST ATTRACTIVE NOVELTY OF THE SEASON.



PATENT APPLIED FOR.

Beautifully designed; well executed. Satin finish, imitation brilliant eyes. Put up one in a box and packed six dozen in a shipping carton. No straw or excelsior. Package opens nice and clean.

THE LANCASTER GLASS COMPANY,

LANCASTER, OHIO.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
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"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

ESTABLISHED 1818.

Nothing is a surer index of good taste and breeding than the glassware which adorns one's table.

Tactfully remind your customers of this fact.

Impress upon them, too, that there is one accepted mark of excellence in Engraved or Cut Glass—

LIBBEY

"THE WORLD'S BEST."

That trademark is always looked for, even though the quest may be unconscious.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 16, 1915.

THE CONDITION OF BUSINESS.

New York

The influence of the Labor Day vacation together with the Jewish holidays lingered in the trade up to the middle of this week, since which time business has revived considerably. A fair sprinkling of buyers made their appearance and took goods in about the same proportion as those who had preceded them. Mail orders have been very much better, and the men on the road are sending new business—not stupendous, but gratifying in that it shows a need of goods at the hands of retailers. These travelers are finding some difficulty in placing new dinnerware patterns. Buyers seem loth to venture far in new fields, and usually when they do put in a new pattern they buy only the minimum quantity.

There is nothing new to say as regards imported wares; but there is an undoubted increase of activity among the American potters. They are getting a fairly good business, and the demands are growing week by week.

The blown glass men, too, are finding a large increase, blown tumblers and goblets being in good request.

There has also been a better call for pressed ware, several large orders having been given for scheme goods during the past ten days.

Japanese ware has suddenly revived in interest, and there has been some good business placed in that direction.

Housefurnishings have been selling well.

Lamps are still a little quiet.

Retail trade is assuming normal proportions. If one may judge by the demand shown at the recent "special sales," those to be held later in the fall will be yet more successful. In spite of the tremendous amount of ware thrown on the market during the summer by bankrupt concerns, buyers have been flocking to the attractions offered by the department stores.

Country and seaside trade has naturally fallen off with the exodus of summer visitors, but the regular trade in interior points is reported fair. In some sections of the Northwest it is very good, and an increased demand is noted in the South. This is particularly gratifying, as there was a fear that business would not be good in the cotton States.

The outlook for the fall still continues bright, and had it not been for the unusually warm weather which has prevailed during the past two weeks there would no doubt have been a much better business. Everything points to good times. The wheat crop is being marketed; railroads are showing increased earnings; bank deposits are swelling; and while the international complications are somewhat disturbing, a firm conviction exists that in some way an amicable adjustment will be reached.

Pittsburgh and Vicinity

Business throughout this district is moderately active; but more could be handled, and with convenience. Staple lines are moving fairly well, tumblers and blown ware are in good request, and the

cut glass blank business shows strength. Orders for oil lamps for fall delivery are good at some of the plants.

East Liverpool and Vicinity

The potteries in this territory are as a whole working to about seventy-five per cent capacity. In isolated cases plants are operating full, business with these having taken a decided spurt. Collections are reported somewhat backward. The South is buying on a more liberal scale than for several months.

AT CHICAGO.

FURTHER improved conditions are noted in the china and glassware trade of the city. While the buying by the department store managers has not been quite as brisk, the slackening causes no uneasiness. Orders from the outside continue satisfactory.

* *

C. M. Randley, who represents the line of the Albright China Co. and the Sebring Pottery Co., says the lines are making a big hit with the premium trade, especially furniture merchants, who handle the goods in sets both as premiums and at straight sale.

* *

Better weather during the past week has been responsible for an increasing volume of trade at the department stores. The only real summer weather which has visited the city thus far is here now, and the people are turning out to make purchases which they have long delayed on account of the long rainy season.

* *

Walter G. Minnemeyer, factory representative, has returned from a business trip to Kankakee, Ill.

* *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co. last week received an enthusiastic letter from P. H. Palmer, general traveler, who is now calling on the merchants in his territory. Mr. Palmer is much pleased with the general appearance of the situation, and declares trade promises well for this fall.

* *

George Brush, president of the Brush-McCoy Pottery Co., Zanesville, O., was one of the expected arrivals in the city this week.

* *

John Hargrove, Council Bluffs, Ia., made the rounds of the local trade last week and left substantial orders.

* *

Another buyer who paid a visit to the city was J. T. Schadauer, of J. T. Schadauer & Co., Madison, Wis.

* *

Practically all of the large department stores have been featuring dinner sets during the past week and have been pushing business through window displays and newspaper advertising. Among them were the Boston Store, Mandel Brothers, Rothschild & Co., Marshall Field & Co., The Fair, and several others outside the loop district.

* *

W. B. Andrews, who represents the line of the Duncan & Miller Glass Co., Washington, Pa., has returned from a brief road trip.

*

Peter Rinkin, in charge of the china and glassware department of the Boston Store, has been making a successful drive this week on floor lamps.

* *

Charles Patterson, buyer for the china and glassware department of Carson, Pirie, Scott & Co., has returned from a trip to visit friends in Aurora, Ill.

* *

R. Bensabott, dealer in imported chinaware at 116 S. Wabash avenue, has been holding a sale on vases during the past week which has been well attended. The company imports direct from the Orient, and has a representative traveling in that part of the world throughout the entire year.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Aug. 25, '15	Corresponding period 1914	Exports Jan. 1st to Aug. 25, '15	Corresponding perio 1914
Boston..	379	122	3386	4434
New York	683	815	6373	6593
Baltimore ..	314	517	5336	6108
Philadelphia ..	139	366	1912	1850
New Orleans	143	30	544	860
Newport News.	7	....	61	86
San Francisco.	60	272	1344	1007
Portland, Me..	....	....	1006	991
Galveston.	....	147	....	545
Portland, Ore..	....	....	140	....
Inland Points..	22	40	428	422
Total..	1747	2309	20530	22896

From the Freight and Shipping Circular of Smith, Christmas Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 21, '15	Corresponding period 1914	Exports Jan. 1 to Aug. 21, '15	Corresponding perio 1914
New York ...	285	81	6349	7416
Boston	36	35	3374	4480
Philadelphia	....	....	1900	1892
Baltimore	137	....	5305	6102
San Francisco	16	....	1272	1047
New Orleans	47	10	544	935
Portland, Me..	....	....	1006	994
Galveston	....	....	....	545
Newport News.	....	....	61	104
Portland, Ore	....	....	140	....
Inland Points	....	....	459	256
Total	521	126	20410	23771

Fallacy of Figuring Overhead Expense on Glassware on a Per Pound Basis.

By W. E. LANGDON, Efficiency Engineer, Columbus, O.

THE best-known method of obtaining costs is on a per pound basis. This is a dangerous and illogical system. The attached table showing the cost of cordials and punch bowls will serve to prove this:

Description	Cost per Dozen		Cost per Pound	
	Cordials	Punch Bowls	Cordials	Punch Bowls
Material (metal, furnace gas and mixing and melting department expenses)	.006	.960	.008	.008
Shop labor (plus ten per cent breakage)	.206	1.375	.275	.011
Overhead or burden (plus ten per cent breakage)	.159	.757	.213	.006
Factory cost (cost to make)	.371	3.092	.496	.025
Selling expense (ten per cent of selling price)	.037	.960	.050	.008
Cost to make and sell	.408	4.052	.546	.033
Selling price	.375	9.600	.500	.080
Profit		5.548		.047
Loss	.033			
Percentage of profit to selling price	57.7 per cent			
Percentage of loss to selling price	8.8 per cent			

The cost of the material for cordials and punch bowls is figured at .008 per pound and includes the furnace gas and mixing and melting department expenses. The information would be obtained for a period of time from the books and production records. The average overhead or burden per shop turn is figured for both cordials and punch bowls at $10, and the breakage loss is figured at 10 per cent. This information would be obtained for a period of time from the books and production records.

The rates of .008 per pound for material, $10 per shop turn and 10 per cent breakage are simply used as an illustration. In practice, the actual rates would have to be worked out for each glass factory over a period of time under average conditions.

In this illustration the furnace gas and mixing and melting department expenses are thrown into the material cost. Some glass factories throw this into burden or overhead expense. The plan adopted in each factory is the one which would give the most satisfactory results.

When ware is made on which it is necessary to make a great deal of cullet, which is later cracked off, it is better to throw the furnace gas and mixing and melting expenses into material cost. The nature of the ware made is a factor that determines the most equitable distribution.

The overhead or burden per pound on cordials is .213 as against .006 per pound for punch bowls. This difference is due to the fact that it requires a longer period of time to work out a given quantity of glass into cordials than it does to work out the same quantity into punch bowls. This relative difference corresponds to the difference per pound between cordials and punch bowls on shop labor.

At an average production per shop turn of 825 pieces of cordials the quantity of glass worked out during a turn would be 51.5 pounds, and at an average production per shop turn of 175 pieces of punch bowls the quantity of glass worked out during a turn would be 1,750 pounds, or about 34 times as many pounds as for cordials. The overhead per pound for cordials therefore should be about 34 times as high as for punch bowls, as shown by the attached statement. The labor per pound for cordials is 25 times the labor per pound for punch bowls.. This indicates that the overhead or burden should be approximately in the same ratio.

OVERHEAD OR BURDEN.

The overhead or burden would include all costs of making blank glass that are not covered under material or shop labor. The material includes the metal, furnace gas and mixing and melting department expense. The mixing and melting department would include mixing labor, furnace-men, power for blowing the furnaces, renewal of pots, repairs on furnaces, depreciation on furnaces, etc. The cutting and decorating of the ware would be done in a separate department, and a separate charge would be made for this work. The overhead or burden would include the following costs: melting expense, lehr expence, furnase room foremen, repairs of tools, repairs of lehrs, gas used in lehrs, department insurance, department taxes, depreciation, portion of power and equitable proportion of the general factory expenses and administrative and general expenses.

FACTORY COST.

The total of material, shop labor and overhead or burden would give factory cost, or cost to make.

SELLING EXPENSE.

To the factory cost would be added the selling expenses, which would include salesmen's salaries and expenses, portion of administrative and general expenses, and other selling expenses. Commission would be either included under selling expense or charged as a separate item. The percentage of selling

expense to net sales would be determined for a period of time under average conditions. In the cost table printed above, selling expense was charged at 10 per cent.

COST TO MAKE AND TO SELL.

The total of the factory cost and selling expenses is the cost to make and sell, and should include every item of cost, including taxes depreciation, salaries, factory costs, selling expenses, etc.

ADVANTAGES GAINED BY USES OF COST SYSTEM.

Briefly stated, some of the advantages of an accurate knowledge of costs of glassware are these:

(1) The exact cost to deliver any one dozen or larger quantity of glassware may be absolutely known.

(2) Unprofitable glassware is determined and may be dropped or the prices advanced to the point of a fair profit. The profitable glassware will be determined and sought more diligently.

(3) The exact result of any increase in the cost of labor or material will be automatically shown.

(4) The cost to manufacture any glassware in any quantity may predetermined with dependable accuracy.

(5) Sales prices may be based on costs, and you will know just how low you can safely go.

(6) Unintelligent competition may be eliminated.

(7) Each kind of glassware is made to bear its own burden of high cost resulting from slow production, day work, or heavy loss due to some peculiarity of the ware. It is clearly unfair to impose part of the expense of making a difficult kind of glassware upon others more easily made.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 14, 1915.

HAVRE

81	packages	chinaware	Theo Haviland & Co
10	"	"	Justin Tharaud
22	"	"	L Straus & Sons
17	"	"	L Bernardaud & Co
23	"	"	Vogt & Dose
21	"	"	A G Moment
4	"	"	L Rouquart
30	"	"	Haviland & Abbot Co

ROTTERDAM

2	packages	glassware	Fondeville & Van Iderstine
4	"	"	Markt & Co
57	"	chinaware	Strobel & Wilken Co
1	"	"	Geo Borgfeldt & Co
7	"	"	Butler Bros
4,560	"	toys	Geo Borgfeldt & Co

GENOA

6	packages	glassware	American Express Co

LEGHORN

4	packages	earthenware	M Field & Co
7	"	glassware	Rich & Fischer

TAMPICO

6	packages	toys	J J Shirley

LIVERPOOL

2	packages	earthenware	Meakin & Ridgway
3	"	"	G F Bassett & Co
8	"	"	Butler Bros
15	"	"	Geo Borgfeldt & Co
13	"	"	Maddock & Miller
2	"	"	E Boote
8	"	"	W S Pitcairn
11	"	"	S S Munson & Co
5	"	"	McKesson & Robbins
4	"	glassware	G Collamore & Co
4	"	"	E H Van Igen & Co
5	"	"	Interocean Forwarding Co
8	"	"	F G Sternberg
2	"	"	W H Plummer & Co
1	"	"	C H Wyman & Co
1	"	"	Schmitt Bros
2	"	toys	Geo Borgfeldt & Co
4	"	"	S Buckley & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

20	packages	earthenware	Jones, McDuffee & Stratton Co
42	"	"	Rowland & Marsellus Co
21	"	"	American Express Co
12	"	"	Mitchell, Woodbury Co
8	"	"	F W Woolworth & Co
5	"	"	E Boote
4	"	"	Charles R Lynde
9	"	"	Miscellaneous Orders

THE GOLFERS.

TRAINS leave Hoboken (D. L. & W. R. R.) for the golf game to be played at the Essex County Country Club, West Orange, N. J., Wednesday, September 22 at 7:30, 8:20 and 8:30 a. m. Later trains leave at 9:30, 10:30, 11:30, 11:51 a.m., and 12:28 and 1;03 p.m. Buy tickets for Orange, where conveyances for the Country Club meet all trains. Those intending to be present are requested to notify L. S. Owen, secretary, 126 Fifth avenue. The entrance fee is $3, which includes green fee and luncheon.

It has been decided by the Associatlon to play the fifth and final game of the season on the links of the Scarsdale (N. Y.) Golf Club on Thursday, October 14. Train schedule and automobile route will be published later.

BUREAU TO AID IMPORTERS.

THE Merchants' Association is maintaining a bureau to guide its members as to the procedure to be followed in submitting proof of American ownership of goods of German or Austrian origin which were contracted for before March 1. Great Britain has agreed to release such merchandise if the purchaser shows that he was legally bound to pay for the goods before that date, even if no payment had been made.

The association has sent one of its staff to Washington to keep in touch with conditions at the State Department, which has announced that it is ready to begin assisting American consignees of these goods in obtaining shipping permits.

THE METROPOLITAN MARKET

FINE as the exhibits of Morimura Brothers have been in the past, the samples that they are showing this season are so far ahead of anything they have ever displayed that there is absolutely no comparison. Prominent among them are service plates in the style of the English china manufacturers. Broad bands, paste gold and panels on borders show how closely the Japanese can follow desirable patterns. The china is very white and of excellent quality. There are dozens of fancy short lines in delicately-colored decorations; hundreds of vases in all kinds of styles, decorations and prices; half a dozen patterns in very attractive white and gold designs; boudoir lamps, toilet articles and trinkets sets innumerable; peppers, salts, sugars and creams—in short, nearly everything made. A striking decoration is a blue butterfly something on the order of the bluebird pattern. Another is a landscape decoration in black outlined with gold. If the rage for black and white continues this pattern will certainly be appreciated. The lines of tableware are very large and complete, and include many pretty designs in which blue and green predominate.

The highly artistic designs in cut glass turned out by the H. C. Fry Glass Co , and shown by C. H. Taylor, merit all the good things that can be said of them. The "Marguerite" "Woodbine," "Butterfly" and "Oriole" patterns would be difficult to improve upon. The last-mentioned is particularly striking on account of its originality. The Fry quality is too well known to need mention.

The buyer looking for daintiness and novel designs in table glassware should not miss the display from the Bryce Bros. Co. on view at the handsome new salesroom of J. Duncan Dithridge, where there are hundreds of samples, including many new items, in stemware, tumblers, jugs, decanters, carafes, and a variety of specialties in needle-etched, light cut and other decorative treatments.

The showroom of the Tajimi Co. has been in the hands of workmen for the past two weeks, and they have effected a decided improvement in its appearance. A handsome metal ceiling has been put in, the woodwork throughout has been treated to a coat of paint, and semi-indirect lighting fixtures have been installed. These changes have thoroughly modernized the salesroom and made it a more fitting setting for the concern's comprehensive display of Japanese goods.

C. J. Dela Croix has ben appointed local representative of the recently-organized Mercer Glass Co., Trenton, N. J. The company is specializing in light cuttings of quality on lead blanks exclusively at popular prices, and Mr. Dela Croix states that his initial orders are very gratifying.

John Davison is displaying new samples from all the factories he represents. There is not a prettier exhibition in town, nor a more attractive showroom. The wares are in the front rank for beauty and quality, and the tasteful arrangement brings their merits into full view. It is a pleasure to wander through the aisles and just look at the goods. What must it be to those who are seeking attractive sellers?

"Toby," the novelty turned out by the Lancaster (O.) Glass Co., is destined to be one of the most popular dogs in existence. He is modeled so perfectly and in such a lifelike pose that everyone who sees him simply cannot resist the temptation to take him home; consequently he is proving a regular little money-maker for the retailers. Aside from being an ornament "Toby" is very useful as a paper-weight. He can be seen in this city at the Horace C. Gray Co.

A recent acquisition to the display at the salesrooms of the United States Glass Co. is an assortment comprising an excellent variety of pieces for table use which are best described as "pressed cut" ware. The greater part of the design is pressed, while several spaces are filled in with light cuttings. The former part of the pattern is so clean cut and well finished that it also has the appearance of being cut. On account of the small amount of hand work the manufacturers are enabled to sell the

ware at such low prices that it can in turn be retailed at very modest figures with a good profit.

It would have seemed almost impossible to make any improvement in J. H. Venon's glassware room, which has always been considered the acme of good taste; but his critical eye saw where certain changes would enhance its beauty and he accordingly ordered several alterations in the wall fixtures and lighting arrangement that have,added wonderfully to its effectiveness.

TO GET DETAINED GOODS.

A LARGELY-attended meeting of the American Importers' Association was held on Monday at the offices of ex-Judge Sharretts, 165 Broadway, dealing with the steps necessary to secure the release of merchandise contracted for by American merchants prior to March 1 last, and detained in neutral ports.

Judge Sharretts, who is counsel for the Association, conferred last week with the Foreign Trade Advisers of the State Department and also with Sir Richard Crawford, the trade adviser of the British Embassy. He told the importers that the British Embassy gave him assurances that hereafter the settlement of cases involving goods ordered prior to March 1 will be through the Foreign Trade Advisers and the British Embassy at Washington, and and not in London as formerly. The Embassy officials assured the counsel that all settlements would be considered in Washington, and that special permits through the Foreign Office at London would no longer continue.

Those present were told further to file petitions wit promptness, inasmuch as the Foreign Trade Adviser and the British Embassy would consider all the pet tions presented to them in accordance with the priorit of filing.

TELEPHONES FOR TRANSIENTS.

IT has been suggested that a telephone registratio bureau be established in New York whereby tran sient visitors might record their temporary addresse and make it possible to get in touch with persons wh registered at any hour of the day. The idea was firs suggested by Henry Gardner, an importer of tiles, wh says:

"I became convinced more than ten years ago c the desirability of such a service. When I first sug gested it to the telephone company they took the viev that the conducting of such a bureau would be mor properly the function of a separate organization o private enterprise. It would be necessary, however, t have the telephone company's co-operation to maintai the bureau successfully.

"Such a service is much needed. It would enabl merchants tc find their salesmen without difficulty. I would bring together friends who had failed to meet a railroad stations or steamship piers. It could be s conducted that it would be possible to get into touc with persons who registered at any hour of the day.

"Bureaus along the same lines have already bee successfully maintained by private interests at exposi tions and other places where large crowds of transient were brought together."



"BASKETWARE,"
BY
BRUSH-McCOY POTTERY CO.

Jottings Here and There

BY A QUIET OBSERVER.

THE irony of fate! A little more than five years ago Bawo & Dotter, Ltd., moved uptown and drew a crowd after them. Now what is left of the business has been moved back to 40 Vesey street. The building in West Thirty-third street is all rented except twenty-five feet of the store front, and Mr. Mulvaney, the receiver in bankruptcy, will make his headquarters in the old building, which the concern still owns.

Curious how people accept the most preposterous newspaper statements! An item has gone the rounds of the press stating that there were $54,000 000 worth of crockery and glass awaiting shipment at Rotterdam; and not once but scores of times this has been quoted to the writer. Now, the total exports from Germany and Austria have never exceeded $4,600,000 a year, and the total exports from all Europe in the best year were less than $13,000,000. Judging by the imports for the year 1915 up to July 1, it is a fair estimate that there is not more than $54,000 worth of china in Rotterdam to-day. If the reporters who sent in these figures are as incorrect about other goods the statement that there are $200,000,000 worth of all kinds of merchandise there there may be equally absurd.

An advertisement of a recent sale ran thus: "The choice collection of bric-a-brac offered for sale is so unusual that it may safely be said each piece in it is calculated to create a sensation among people of artistic sense. Immediately on entering the room the visitor's eye will be struck by a carved walking stick of great weight and beauty."

The daughter of a prominent crockery dealer in one of the largest Middle Western States, while on a visit to the Panama-Pacific Exposition, is reported to have bought liberally in San Francisco of goods which she could have had from her father's store.

Members of the trade have recently received a circular letter in which the sender offers for an advance fee of $100 and a promise to pay two per cent on the invoice to clear goods now in Rotterdam. Enclosed is what purports to be a copy of a letter signed by Secretary Lansing indorsing the man. Some of those who have received these documents are highly indignant, and not slow to express their opinions. They want to know how it is possible for private individuals, even though they be ex-officials, to promise to deliver these goods, and why the Secretary of State allows his name to be used in such a connection. As it happens, however, the proposition comes after England has granted permission for goods contracted for before March 1 to come through, and this fact will probably put a quietus on the little game.

The Prohibition movement continues to hit the bar trade heavily. This week the corporation known as "'Sailors' Snug Harbor," which owns a large tract of land in New York bounded by Third avenue and University Place and running from Third to Tenth streets has decreed that hereafter no liquor shall be sold on its premises. As fast as leases expire the privileges of selling liquor will be withdrawn. The Lafayette, a prominent restaurant on University Place frequented by the crockery trade, comes under this category, and those who have been in the habit of lunching there must forego the accompanying half bottle of wine if they continue to patronize it.

Senator Burton has been a warm friend of the American potters for many years, and in recognition of his services will be tendered a banquet in East Liverpool on the evening of October 6th under the auspices of the Booster Club, at which he will deliver an address on "Opportunities and Trade Relations with South America." At the banquet of the United States Potters' Association in Washington last December his speech was greeted with enthusiastic applause and he was acclaimed a candidate for the Presidency.

It has been noted in some quarters that a buyer is a "good fellow" just about in proportion with the amount he purchases. Should he for any reason see fit to stop buying he immediately becomes "no good."

"Sharper than a serpent's tooth it is to have a thankless child," says King Lear; and the sentiment is echoed often by members of the trade who have put themselves out to secure positions for buyers or salesmen. It has become a maxim that to get a buyer a position is to lose sight of him until he needs another job.

FOUNDED IN 1874

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 16, 1915.

THE MULTIPLICITY OF SHAPES.

THE variety of styles, sizes and qualities of goblets in the market is enough to confuse even the most expert buyer. Besides which, it is senseless. A factory makes a good line at a fair price, and the buyer is satisfied until along comes a salesman from another factory who cuts the rate or offers a better quality, and gets an order provided his factory will copy the article. In time this salesman's price is cut, or a better quality is offered; and another factory adds to its lines. Both manufacturers now have a goblet so near the original that it is only by careful measurements a difference can be perceived.

The same thing is true of the whole range of glass items. There may be large lines of drinking glasses, possibly in a dozen shapes, that do not vary an eighth of an inch in height or circumference and hold within a quarter of an ounce of each other—sometimes even less. And yet for some unexplained reason dealers are forced to carry all of these lines. In bar glasses the variation of a quarter of an ounce makes a big difference in the expense of serving cocktails or liquors; but in water goblets it can not matter much if an eight-ounce glass runs over or under a fraction of its supposed capacity. A great saving could be made by manufacturers if they would adopt a standard for water glasses and do away with hundreds of patterns that only serve to confuse.

The same is true in certain lines of crockery. Different factories make different-sized bakers; bread and butter plates vary; in fact, in the long category of pieces the sizes are so nearly alike, and yet so different that the whole thing is bothersome to both buyer and consumer.

It is out of the question to bring about an absolute uniformity of sizes; but if at some of the conventions of glass and crockery men the matter were taken up an agreement might be reached which would result in the cure of the evils resulting from the present chaotic condition.

PERSONAL.

THE "Rotterdam," which is scheduled to arrive at this port on Friday or Saturday, will bring W. P. Graham, of Graham & Zenger, who has been paying a visit to the factories in Holland and Germany and seeking information regarding the prospects for getting delayed shipments. His arrival is awaited with much interest by the other importers of china and glassware, who, together with those importing toys, have many thousands of dollars worth of goods tied up.

Homer J. Taylor, of the Knowles, Taylor & Knowles Co., East Liverpool, spent Monday and Tuesday in the city, making his headquarters at the sales room of the E. W. Hammond Co., who represent the line here.

E. S. Curtis, traveling for Edward Boote, left last Saturday for a long trip through the South and Middle West. He was preceded earlier in the week by Harry L. Seixas, who is covering territory in New England from where he will work his way West on a trip that will last several months.

R. H. Pittman, of the R. H. Pittman Co., Lawrenceville, Pa., made a brief visit to the city last Thursday to confer with Herman Kashins, who sells the concern's line of cut glass in the local market.

Geo. R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., was a visitor at the salesroom of the Horace C. Gray Co. on Friday and Saturday of last week.

Word comes from Davenport, Iowa, of the marriage of Louis A. Crampon, buyer for J. H. C. Petersons's Sons, to Miss L. Bauer, of Malone, Ill. The honeymoon included a trip to the Fair at San Francisco.

George Williams left on Sunday for a three weeks trip through New York State with the lines represented by Malone & Nicholson.

The many friends of Chas. L. Weddle welcome him back to the crockery and glass trade after an ab-

e of nearly two years, during which time he has engaged in another line. Mr. Weddle is acting as tant to John Nixon, local representative of the Fos- Glass Co., during the illness of Wm. H. Otten.

J. W. Chaput, formerly with Trask, Prescott & ardson, Erie, Pa., has been engaged as buyer of and glassware for James Levi & Co., Dubuque, .

Harry S. Clarke, with Graham & Zenger, came in New England to spend the week-end with his ly in Brooklyn, leaving again on Monday for Phila- ia, Baltimore and Washington, and thence West.

Chas. E. Cardon is booked to leave the last of the for a Canadian trip in the interest of J. H. Venon. tly after his return he expects to start on a West- our.

A. J. Brech, well known as a salesman for many s with Bawo & Dotter, sends a postal card from Diego, Cal., saying that he expects to be back in York October 15.

W. Booth Stanton, with Stewart & Co., Baltimore, e of those highly-to-be-commended buyers who ve in educating their salespeople. To that end he v them lectures, clips items from the trade papers has them read, and explains the why and where- of many thlngs which help them to understand ell goods.

P. W. Coolidge, Rutland, Vt., was in the city the s of the week placing orders.

The Messrs. Hayward, of the W. H. Hayward Co., ohns, N. S., arrived in the city the first of the e to place orders.

D. E. Healey, buyer for Cohen Bros., Jacksonville, a arrived in town the latter part of last week for a ight's stay. He is making his headquarters at 5 ifth avenue as usual.

as. M. Shaw, of the Canonsburg (Pa.) Pottery who was in town on Monday and Tuesday to con- with H. Benedikt, his local representative, said York had no charms for him in hot weather and is cutting his visit as short as possible to get back he could inhale some good ozone.

The friends of Frederick Morse, manager of the York office of Gillinder & Sons, will learn with t that it has been necessary for him to undergo a second operation. He had apparently recovered from a recent operation for appendicitis and had returned to business, but suffered a relapse, and is now in a serious condition. Howard Beatty, from the Gillinder factory, is looking after the business during Mr. Morse's absence.

H. W. Patriarche, a representative of American china and glassware factories in Toronto, Canada, made a brief visit to New York the first of this week.

Harry D. Wintringer, of the Steubenville Pottery Co., spent a day in New York conferring with E. B. Dickinson, his local representative, on his way home from the conference at Atlantic City. Mr. Wintringer is very hopeful of conditions in the crockery trade.

The marriage of Leon Abbot Anthony, buyer for the J. S. Bailey Co., Boston, and son of George Anthony, with Loeser, in Brooklyn, to Miss Lillian Eliza Davis, of Port Deposit, Md., is announced.

Fernand Demaison is back at his desk with L. Bernardaud on Murray street. As we have already chronicled, he went to the front for France last year, was wounded, and on recovery reported for duty, but on examination was found disabled for further service and was honorably discharged with a pension. He looks as well as ever, and while he may be physically injured his mental faculties are keener than ever since his baptism of fire.

B. Hillman, general manager of the J. B. Greenhut Co. and for the trustees during the reorganization, has resigned and will visit southern California and make a trip around the world. B. J. Greenhut, president of the new Greenhut Co., will take over Mr. Hillman's work.

S. Minkenhof, of Amsterdam, who arrived in this country recently to buy lamps, lanterns, chimneys and table glassware for export to Java, to replace similar goods formerly purchased from Germany and Austria, has been visiting a number of the local showrooms this week. His headquarters here are at 61 Pearl street.

IN THE WAR ZONE.

LIFE on board a transatlantic liner while in the war zone may be interesting, but it is certainly anything but cheerful, according to Alex. H. Renwick, of Jenkins, Renwick & Cunliffe, Vancouver, B. C., who arrived in New York last week from a buying trip to England.

Immediately after leaving port the captain of the

Saxonia made a speech outlining the duties of the passengers. First and foremost, no lights were to be shown from portholes or windows, under penalty of those disobeying being put in irons, and there must be no smoking on deck after dark. Each passenger was assigned a life preserver and told to guard it jealously, as in case of an attack he would have to depend upon it to save himself. Later on life saving drills were held.

Mr. Renwick said that many passengers did not go to bed until they were out of the war zone. For himself, having faith in the skipper, he turned in and slept soundly every night.

EFFECT OF THE WAR ON OUR INDUSTRIES.

THE blow in the face received by American industries through conditions brought about by the European war has acted as a tonic, has forced the nation to create new branches and enlarge the scope of existing phases of manufacture, opened the way to utilize, on a vast scale, great natural resources of the United States, and induced manufacturers and merchants to expand their markets into foreign fields with prospects of permanent results, says the Bureau of Foreign and Domestic Commerce of the Department of Commerce, in a forecast of the effect of the war on the industrial future of the country.

American ingenuity has been applied with success to the making of articles previously imported. Inventive talent, scientific attainments and general enterprise have promptly rallied to meet widespread demands and establish on our own soil the permanent manufacture of a number of wares, some of minor, others of major, importance. The return of peace will see them well rooted and able to withstand foreign competition.

The Bureau of Foreign and Domestic Commerce points to the course of events that followed the cutting off by war of the aniline imports from Germany and the supply of potash from the same source, with the resulting tremendous impulse given to the expansion of domestic manufacture. It also calls attention to the fact that side by side with the increased production of artificial colors has come the realization by dyers of textiles that the possibilities of the natural dyestuffs have been sadly neglected during the past few decades.

Of the domestic potash supply it is stated that large amounts of the compounds of this element are present in the vast beds of kelp floating on the waves of the Pacific, close to the western littoral of the country—that each year the waters of the Pacific coast are producing a crop in which potash salts possessing a normal value of more than $90,000,000 are readily available for use in agriculture and the arts. Now a dozen companies are engaged in the campaign. Not only the inexhaustible supplies in the waters of the Pacific, but also the remarkable deposits in the arid waste about Searles Lake in California, and the valuable alunite of Utah are being rapidly transformed into standard, comm cial grades. A year or two hence we may be able to fer ize our broad acres with American potash exclusively while another year or two may see us free from de nd ence upon dyes of foreign make.

The Bureau advises the business men of the Unite States that the present time is opportune for the study the Latin American markets, to get in touch wit the people of the countries, and thus to open the wa for extensive business operations. In other countri also there are unprecedented opportunities for th extension of foreign trade, and with the indications h we are entering upon a period as a creditor natio w are in a position, as never before, to invest our c ite in industries and developments in foreign countrie

It does not believe that the cost of producti i the warring countries of Europe will be lowered as result of the war, or that there will be danger o that source to the holding of new markets ai ad gained. Experience has shown that it is apt p l higher instead of lower after the close of a war, wit higher interest rates, higher wages, and higher pric in the warring countries. Surveying the whole el it may justly be said that the world's conflict has ec of unmeasured value to American industry as a wo

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnis ngs l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of Per sonal," the following buyers were reported this eek

Mrs J I Mann, c, g, Marshall Field & Co, Chicago 104 Worth.

Miss E O'Neill, t, Siegel, Cooper & Co, Chicago 1 East 22d.

C I Smith, t, Reid & Hughes Co, Norwich, Conn Herald square.

G R Dunn, Gimbel Brothers, Philadelphia.

P L Beck, t, c, and J Postley, hf, Baltimore Bazaa House. 354 Fourth ave.

J Duncan, t, Robertson-Sutherland Co, Lawrence Mass. 432 Fourth ave.

Mr Soule, t, D H Holmes Co, New Orleans. 152as 26th.

F A Montei, hf, G Fox & Co, Hartford, Conn. 32 Church.

F M Riser, hf, Kline, Eppihimer Co, Reading Pa 315 Fourth ave.

G A Guest, hf, Jordan-Marsh Co, Boston, Mass Union sq.

M Brooks, g, Burley & Tyrrell Co, Chicago. Bislin

C C Smith, c, g, T Smith Co, Boston. 470 Fulto st

G H Guest, hf, Jordan Marsh Co, Boston. 31 nio sq.

G Turner, hf, J S Bailey Co, Boston. Churchill.

B J Twitchell, c, hf, Callender, McAuslan & Trot Co Providence, R I. Hermitage.

John H Harris, c, g, Kaufmann's, Pittsburgh.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

At least two new fancy dinner shapes will be placed on the market by local potteries late this fall for January delivery. The models for c have been completed. It appears from this that n the demand for the plain dinner shape is still d, there is an inclination among buyers toward the n . Some of the largest scheme buyers lean toward e ancy shape in ordering set compositions. Floral c rations will be used on the new productions.

Edward J. Touhill is working his way home from tended Western trip in the interest of the Colonial t ry Co. This concern has started to select its din- r are decorations for 1916, and the new lines will be a early in the fall.

* *

Mr. Murtland, pottery buyer for Sears, Roebuck & . Chicago, spent a few days in the district last e .

* *

Frank Lockett, well known here as a modeler, has e proclaimed the tennis champion of Columbiana u y after a series of games played at Salem, O.

* *

ames C. Deens has returned from an extended e ern trip in the interest of the D. E. McNicol Pottery .

* *

Demand for the Bluebird dinnerware pattern of e nowles, Taylor & Knowles Co. shows a decided c se since the first of the month. This pattern is i bought in open stock by many of the largest de- r ent stores, and repeat orders indicate that it is o g very popular with consumers.

* *

ome of the large mail order houses have been lib- al uyers in this market of late, at least three potter- aving booked some big business, which in the ai has been for 42, 48 and 100 piece sets.

* *

he demand for yellow ware is running principally b vls, although there is a fair call for teapots.

* *

he Smith-Phillips China Co. report an active call for their black and white treatment on the Princess dinner shape. The plant is working on better time now than for several months.

* *

Some of the five and ten cent syndicate buyers have been showing a little more liberality in their orders of late. Specifications are for immediate shipment.

* *

Plaques are in very good request, and numerous orders are now being booked for the late fall and holiday trade.

* *

Frank W. Leonard has started out on an early fall trip in the interest of the Thompson Pottery Co.

* *

Operations at the plant of the Albright China Co., Carrollton, O., are up to normal. The sales department of this concern is under the management of Col. Will A. Rhodes.

* *

The demand for vitreous hotel china shows a decided improvement this month. The Mayer China Co., Beaver Falls, Pa., are experiencing an increase in business, both hotel and regular lines being in strong demand. This concern is also featuring club services, and of late some very good orders have been booked for this end of their business.

* *

An elaborate new catalogue showing in colors the entire line of the Hall China Co. fireproof cooking ware will be issued within a fortnight.

* *

H. P. Knoblock, general manager of the Potters' Co-Operative Co., has returned from a business trip to the West.

* *

H. G. Mills, who travels for the Homer Laughlin China Co., left last Friday for a three weeks' trip through the New England States.

Sebring, O.

The Sebring Pottery Co. will soon include in their "Ye Colonial" dinner service a new sugar. It will be somewhat smaller in height than the one now used, but more at-

tractive in appearance. The company is having an excellent demand for this shape, the department stores and jobbers ordering with marked liberality. With the idea of obtaining the cost per dozen on each different style and size of item manufactured, this concern has employed W. E. Langdon, efficiency engineer, of Columbus, to install a cost system. Potteries are now awakening to the fact that the cost of production is one of the most important items of their business, and are gradually seeing the advisability of correct costs and efficiency systems.

BOSTON BUSINESS NOTES.

TRADE is of the best now. Orders from traveling men are coming in fast. More confidence is being shown by the country storekeepers and those of the smaller cities than for many months. Mail and telegraph orders are keeping pace with those from the local department stores.

Charles Hitchcock, of C. Hitchcock & Co., Ware, paid a visit this week to Boston friends in the trade.

Several in the trade attended the funeral services this week of Frank Robert Sewall, formerly a well-known glass commission man at 146 Franklin street. Mr. Sewall was forty-five years old.

The R. H. White Co. has been fairly swamped with business this week, the sixty-second anniversary sale being on. The advertisements have aroused considerable interest because of a personal letter from Mr; White, pictures of him taken in 1853 and this year, and a picture of the chest which he used to carry his samples in when he started in business.

The trip of the Floating Hospital the other night was named in honor of the Jordan-Marsh Co., which not only contributed the $100 necessary to cover the expenses of the sail down the harbor, but also $50 extra.

E. J. Tucker, of Chase & Francis, will return home Saturday from his Western Massachusetts and Connecticut trip. A big bunch of orders already has come in ahead of him.

Outings of employees of three of the large department stores have just been held and proved enjoyable for all participants. The Tremont Stores, Inc., held its event at Bass Point, with 350 present; H. Stearns & Co.'s workers were at Randolph, with 600 in attendance, and the Jordan-Marsh Co. affair took place at Riverside, with 1,500 on hand. Among the special guests was Mrs. R. H. Stearns, widow of the founder of the firm. The committee in charge comprised J. C. Davidson, Oscar Lefferts, C. A. Peterson, R. P. Young, George Olds, Miss Edith Laird, Miss Marcella McDonough, Alex. Dick, Miss Mary Glennon, Ray Hodges, G[illegible] Wood, Miss N. G. Moore, Mrs. Butler, Mr. McNe[illegible] Miss Burnett and N. B. Hill. Jordan's buyers [illegible] defeated 13 to 3 in the ball game. The executive [illegible] mittee consisted of H. C. Howard, W. J. Corbett, [illegible] M. E. Gorman, G. L. Swasey, M. J. Ryan and [illegible] London. The Tremont outing was given by the [illegible] in appreciation of the employees' work the past se[illegible] Thomas Young and Fred Harkins had charge [illegible] arrangements.

Willard E. Noyes, of New York, was over[illegible] week on a tour of inspection of the fourteen New [illegible] land stores of the W. T. Grant Co.

E. B. McBeth, buyer for the E. S. Brown Co. Fa[illegible] River, was here the other day placing orders [illegible] way back from a vacation spent in St. John, N.B. where he had a fine time.

Julius I. Baer, of Louis Wolf & Co., states tha[illegible] through private negotiations he has obtained per[illegible] for the movement of two consignments of Germanoll[illegible] and toys which have been in Rotterdam for [illegible] awaiting shipment to this country—about 1,000 as[illegible] altogether, worth approximately $10,000.

OBITUARY.

RICHARD H. MAUNDER, dealer in antiques, re[illegible] Barrington, Mass., died September 9, aged [illegible] six. He was born in England, and most of his li[illegible] devoted to the antique business and the collection [illegible] china. He came from a family of collectors [illegible] grandfather starting in the business in England [illegible] back as 1830. After spending his younger ye[illegible] England Mr. Maunder came to this country, a[illegible] 1899 located in Sheffield. In 1907 he went to re[illegible] Barrington and later purchased property on the [illegible] of Main and South streets, where he fitted up his [illegible] ical collections of china. He had the largest an[illegible] collection of old blue Staffordshire china of any [illegible] in the country. He carried on a large business [illegible] line and was often called away to judge valuable [illegible] of china to be found in this country, for among [illegible] dealers and collectors his judgment was consider[illegible] the best.

BIG CARGO OF CLAY COMING.

THE British steamer Eustace is expected to [illegible] this week at Portland, Me., with a cargo of [illegible] clay that will measure almost 7,000 tons. This is [illegible] the largest cargo of clay ever sent there, and is [illegible] necessary by the fact that very few steamers are [illegible] available for this service and when one comes it is [illegible] be a big one.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

At the first meeting of the new board of directors of the United States Glass Co. the former officers were re-elected, and the official nly remains the same as in past years. President .. Bryce holds an optimistic view with reference to e uture and says that the fall buying is bound to be o , on account of the low condition of retail and job- n stocks throughout the country.

Not only is Pittsburgh glassware finding a market .laska, but during the past week Mr. Wagner came n placed liberal orders for oil lamps. While for the o part popular-priced lines are wanted, there are some t r expensive lines included, and the shipment is to o rward as soon as it can be assembled.

Another buyer in the district during the past few a has been Fred. D. Swasey, of Portland, Maine.

A light movement is reported in bar goods lines. r rs appear to be for only immediate requirements.

Thomas Dugan, formerly of the Dugan Glass Co., n na, and more recently with the Laconing (Md.) l s Co., is now general manager of the Mound Valley K .) Glass Co., which is featuring lighting glass in r ection with other lines.

President Andrew C. Ripley, of the Ripley Glass o Connellsville, Pa., while here a few days ago said a business in the lighting glass department of his a was quite brisk.

The Pittsburgh Lamp, Brass and Glass Co. is mak- g feature of oil lamps this season, and the "Belle- a assortment is one of the most active sellers. A n ber of new creations are offered, including plain n decorated glass lamps, Kopp's solid color, and also e l lamps. In sections of the country where gas and e ricity have not worked their way the demand for e oil lamps is strong this year.

Although work arranging the plant for operation a been under way for some time, no glass has yet been made by the new Superior Glass Co., whose works are located at Canonsburg, Pa. It is reported that a change is about to be made in the official roster of the concern, and as soon as this is completed operations will be started on a general line of ware.

The new light cut candlesticks placed on the market recently by the Tarentum Class Co. are having a very active movement.

Activity in cut glass blanks is reported. Footed comport blanks have been largely called for, while bowls and nappies have been in good request. Pressed figured lines have also been reasonably active.

Blown tumblers are moving rather freely, although some of the orders being placed are for small quantities. As an illustration, a Western department store sent an order to a factory in this district for five barrels of a popular number. Two years ago at this season the house ordered twenty-five barrels at a time.

In some of the shops manufacturing decorated gas and electric shades there is a demand for decorators owing to the activity in these lines.

New items are being added continually to the lines of the Economy Tumbler Co., Morgantown, W. Va., and some of the new etched and light cuttings are among the most attractive ever brought out by this concern. Especial attention is being given to the vase line for the holiday trade.

Department stores have been heavy buyers of Mason jars this summer, on account of the enormous fruit crops.

Light cut water sets have been moving rather freely of late. The popular-priced lines have been very good sellers.

Percy Frye, formerly in charge of the shipping department of the Jeannette, Pa., plant of the Pittsburgh Lamp, Brass and Glass Co., has been promoted to the sales end and will travel North and South Carolina,

Georgia and Florida. He started on his territory this week.

The United States Glass Co. is showing a number of new hand painted designs on a line of ten-inch blown vases.

WAGE CONFERENCE HARMONIOUS.

THE Labor Committee of the United States Potters' Association, consisting of W. E. Wells, Homer J. Taylor, H. T. Wintringer, W. L. Smith, T. A. McNicol, George C. Thompson, G. T. Anderson, F. A. Sebring, A. G. Dale and Chas. F. Goodwin, conferred with the Wage Committee of the National Brotherhood of Operative Potters in Atlantic City last Thursday. The meeting was very harmonious. The men made no demands for increased wages, but asked for equalizations and better labor conditions. There was a disposition on both sides to do the right thing, and, as in the case of he glass men in July, the best of relations prevailed. Wherever it was possible the demands of the men were met.

CONSULAR REGULATIONS OF LATIN AMERICA.

AMERICAN exporters who have attempted to ship their goods to Latin American markets without the assistance of a commission house or customs broker fully appreciate the difficulties involved in preparing the shipping documents. The customs regulations of Latin American countries are very detailed as to the information to be included in such documents, and a fine is provided for every possible deviation from the prescribed rules. The Bureau of Foreign and Domestic Commerce has been informed of numerous instances where fines were imposed for such slight irregularities as the failure to state the nationality of the vessel in the invoice, the use of ditto marks, or the failure to use the exact idiom in designating the goods included in the shipment. It is not surprising, then, that some American exporters who have had the unpleasant experience of refunding fines to their consignees occasionally become discouraged and conclude that it is practically impossible to do business in Latin America without the intervention of a commission house.

On the other hand, the commission houses and some of the more experienced customs brokers assert that they have had very little trouble in making shipments to Latin American countries, and, while conceding that the customs regulations are somewhat complicated, claim that fines and delays can be avoided if proper care is taken to comply with such regulations. However that may be, there is no doubt that even an experienced shipper is likely to become confused sometimes and mark his box with a brush when the regulations of the country of destination insist on the use of a stencil; or in his anxiety to protect his interests he may attempt to make a "to order" shipment to a country that either does not recognize or prohibits such shipments.

Continued on page 24.

Jones, McDuffee & Stratton

25 to 39 Franklin, cor. Hawley St., BOSTON, Mass

Offer the following STOCK PATTERNS of Decorated Wa... being carried in abundant lines, both open and in original pa... can be supplied promptly, and at lowest market valu...

The BLUE SPODE'S TOWER, W. T. Copela...
The MONTEREY, Hg...
The Flow Blue MEISSEN, Onion pattern,
The Old Blue WILLOW,
The ORLOFF,
The MELBA,
The BRIDAL WREATH, Hotel,
The GENEVA, Hotel,
The DUSSELDORF,
The Green Illuminated FLORENTINE, John...
The REGENT, "
The SANTOS, White and Gold, "
The HEVELLA, "
The ARODA, "
The CASPIAN "
The PONTRACINA "
The VALENCIA LACE, Hotel, "
The LAREDO, "
The GLENCOE. "
The OAKWORTH, "
The TRIESTE, "
The WINDERMERE, Alfred Meakin
The HANSA, "
The SENATE, "
The BLEU DE ROI, "
The IVANHOE, "
The MARENGO W. H. Grindley...
The PERSIAN, "
The ALGERIA, "
The SANTANGEL, "
The MINDEN, "
The CAIRO, "
The EMPIRE, Upper Hanley Pot...
The Old BLUE CANTON China, Hg...
The Old BLUE FITZHUGH China, "
The Green and Gold MEDALLION Canton China, "
The FONTENAY, L. Bernard...
The LAFAYETTE, Villeroy & Boch, ...
The LACE BORDER and ROSETTE, Royal Worcester Por...
The Green FESTOON " "
The VIGORNIA China, White & Gold Encrusted, "
The MALVERN, MULBERRY and DOVE, "
The ALEXANDRA, Bohs...
The MARQUIS "
The BELGRADE China, Doulton...
The ALCAZAR Wm. Adams...
The ST. LAZARE SPRAY Haviland & Co...
The OPORTO, " "
The DONHOFF, " "
The SPRINGTIME " "
The MONTEBELLO, " "
The SOLDERBURG " "
The MAYENNE, " "
The PRINCESS. " "
The AMSTEL " "
The ST GEORGE, Gold Encrusted " "
The COUNTESS, " "
The AUTUMN LEAF, " "
The LISBON, " "
The MONACO, " "
The VALMONT, " "
The CASTIGLIONE ...laines G D. Co...
The MALABOR, Hotel " "
The BALUSTERE, Hotel, " "
The CALVADOS, Encrusted Gold, " "
The NAVARRE, Bleu de Feu, Encrusted Gold, Po...
The LORRAINE, White and Gold Encrusted, "
The ATHENA "
The NARBONNE, Green Band and Gold Lace, "
The FULDA, Austria...
The MUNICH "
The GRENADA. "
The LONATO, "
The BARONIAL, White and Gold, Bavaria...
The METTENBURG, " "
The GOLCONDA, Encrusted Gold, " "
The CASSEL, " "
The LOUVRE, Theodore Haviland...
The HANOI. "
The BLUE CHINESE, J Wedgwood &...
The SOFIA China, "
The BRINDISI, Ginori Italian...
The Royal Dresden BLUE ONION Porcelain, Crossed Swords...
The MEISSEN CHINA (Dresden) Blue Onion.
The ODESSA, White and Gold Encrusted, John Aynsley &...

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain, Al... Meakin's W. G., Haviland White, Gold and Decorated china, ad... fordshire, German, Japanese and French China Novelties; al... things from the Greenwood Pottery Co., Lenox, Onondaga Ch... W. S. George Pottery Co., Knowles, Taylor & Knowles, and ...

Our facilities for readily matching STOCK PATTERN... appreciated when we state the fact that we have upwards of 9... BINS occupied in our main store and our storehouse in South Bo...

☞"Stock Patterns" which cannot be readily matched ... more annoyance than profit.



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl...D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, O. D., 19 Madison ave.....C-8

Fry, J. C., Glass Co., 200 Fifth ave.....B-8
Fondaville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Northwood, H., Co., 19 Madison ave.....C-8

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 85 Fifth ave.....C-5

Tajimi Co., 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

Continued from page 22.

From the numerous complaints that have reached the Bureau of Foreign and Domestic Commerce of the Department of Commerce, it was concluded that American exporters needed a sort of guide book to help them in preparing shipping documents for Latin American countries, and a publication, entitled "Consular Regulations of Foreign Countries (Canada and Latin American)," Tariff Series No. 24, has just been issued by that Bureau and may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for ten cents a copy. The 66-page pamphlet contains a complete description of the shipping documents required in all Latin-American countries and Canada, gives facsimiles of consular invoices used in such countries, and points out such peculiar features as may be overlooked by the average exporter. The material has been compiled with great care, the chapter for each country having been submitted for revision to the consular representative of the respective country in the United States. Some American banking institutions and commission houses have also been consulted, and it is believed that by using this publication the average exporter will be able to prepare his shipping documents in correct form and save his customer in Latin America from fines and delays in the delivery of his shipment.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN—American young man to sell high-class hotels, restaurants and cafes on Eastern Coast. Exclusive glassware line. Liberal salary and commission. Extraordinary opportunity. Give age, experience, salary last earned, and make application complete to be considered. Replies kept confidential. Address Box A 959, this office.

SALESMEN WANTED to handle one of the strongest lines of light cut tumblers, on commission, in smaller cities. Address Box A 960, this office.

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— AND —

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Davison, J
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Friedlaender, O. O
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Goetz, Otto
Guerin & Co., Limoges
Haviland, Theodore & Company
Haviland & Co.
Haviland & Abbot Company
Jones, McDuffee & Stratton Co., Boston
Kupper, Herman C.
Koscherak Bros.
Maddock & Miller
Morimura Bros.
Mogi, Momonoi & Co
Noe, Wm. R., & Sons
Pitcairn, W. S.
Redon, M.
Slimmon, Robert, & Co.
Straus, L., & Sons
Straub, Paul, & Co.
Tharaud, J
Tajimi Co.
Takito, Ogawa & Co
Venon, J. H
Vogt & Dose
Wedgwood, Kennard L

Domestic Pottery.

Benedikt, H.
Brush-McCoy Pottery Co., Zanesville, O.
Buffalo (N.Y.) Pottery Co
Cartwright Bros. Co., East Liverpool.
Colonial Co , East Liverpool, O.
Dela Croix, O. D.
Guernseyware
Mayer China Co., Beaver Falls, Pa.
Roseville Pottery
Sebring (O.) Pottery Co.

Cut Glass.

Bergen, J. D. Co., Meriden, Conn.
Dorflinger, C., & Sons
Dela Croix, O. D.
Fry Glass Co., Rochester, Pa.
Honesdale (Pa.) Decorating Co.
Libbey Glass Co., Toledo, O.
Pairpoint Corporation
St. Louis Crystal Glass Co

Glassware.

Bryce Bros. Co., Mt. Pleasant, Pa
Beaver Valley Glass Co., Rochester, Pa
Cox & Lafferty
Cambridge, The (O.) Glass Co
Duncan & Miller Glass Co., Washington, Pa.
Edge, Thos. G.
Fostoria Glass Co
Gillinder & Sons, Inc
Gray, Horace C., Co.
Lancaster (O.) Glass Co
Northwood, H., & Co.
Potomac Glass Co.
Tarentum Glass Co
United States Glass Co., Pittsburgh
Williamsburgh Flint Glass Co.

Miscellaneous.

Abels & Co.
Blaisdell Paper Pencil Co.
Celluloid Cap and Metal Ring Co., Nepera Park, N.Y
Langdon, W. E., Columbus, O.
Robert Rawsthorne Engraving Co., Pittsburgh.

Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

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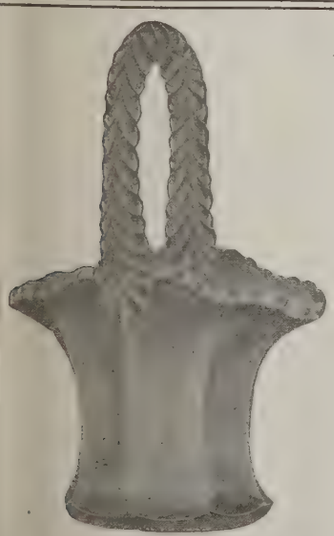
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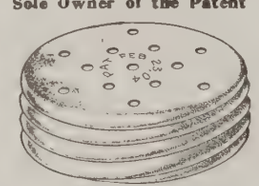
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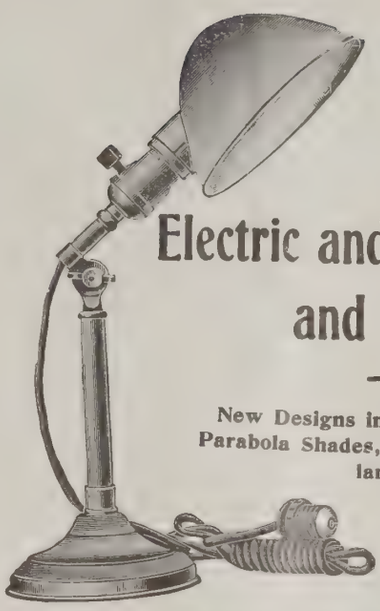
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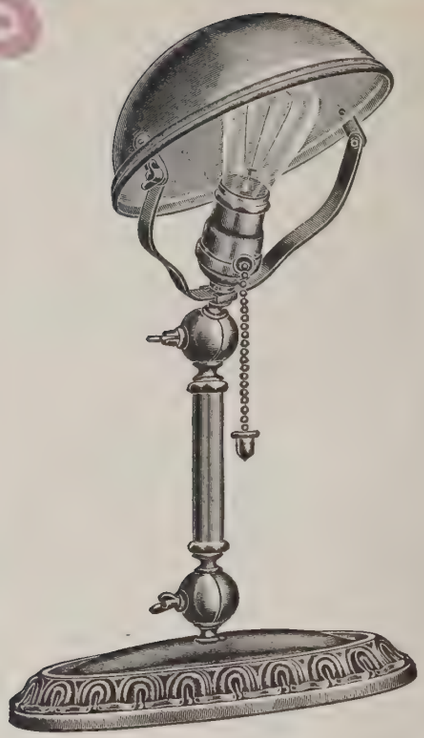
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CROCKERY AND GLASS Journal

o 82. No. 13

Sept. 23, 1915

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Over sixty different staple articles shown in each cutting. Eight different designs to select from. Plain, graceful shapes, easy to keep clean, no fancy crimped edges to chip off, it is suitable for every requirement where table glass is used.

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These decorations are put on lead blown and highly-polished pressed ware, and include a wide range of vases, berry bowls, jugs and stemware.

These artistic decorations, in connection with our rims of gold, offer unusual opportunities of catering to the trade who are desirous of high class work.

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This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

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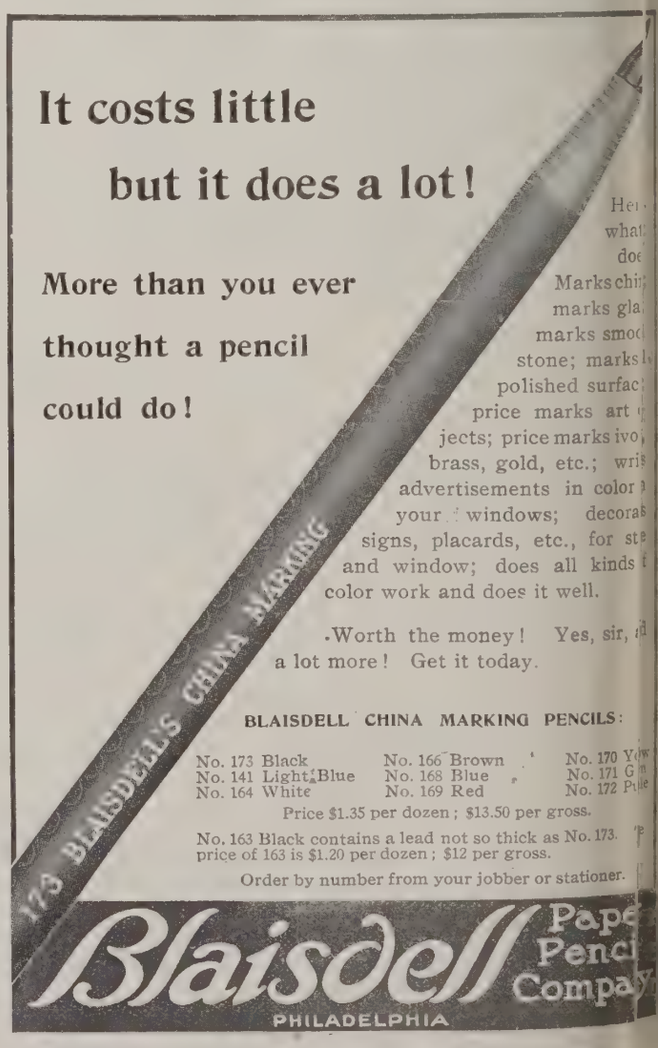
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No. 141 Light Blue	No. 168 Blue	No. 171 G
No. 164 White	No. 169 Red	No. 172 Pu

Price $1.35 per dozen; $13.50 per gross.

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CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 23, 1915.

THE CONDITION OF BUSINESS.

New York

The fall business, which opened auspiciously, has been halted by various causes. Never in the history of the Weather Bureau has such a prolonged heat spell been noted in September. Scarcely a section of the country was unaffected. New York suffered as much as, if not more than, other places, except perhaps Boston and Philadelphia. Its effect on retail trade was tremendous. The stores were practically deserted. Then came an equinoctial storm, which put a further damper on buying. Had it not been for these drawbacks it is generally conceded that there would have been a good trade This was evidenced by the increasing orders by mail and the success attending the efforts of the traveling fraternity, who were beginning to get good business, as times go —not booming, but eminently satisfactory, considering all conditions. Those carrying foreign goods were finding some difficulty in introducing new dinnerware patterns, but were getting good sized matching orders, and the favors were about equally distributed between English, French and German importers—the latter, encouraged by reports that the English embargo was as good as lifted, feeling quite an impetus in their lines.

Domestic potters are feeling the improved fundamental conditions very perceptibly.

Glass manufacturers have also done a better business than in some time, in spite of the heat.

The cut glass market is rather peculiar. A few concerns are reporting fair business, but the majority are complaining. The news that one large manufacturing concern had notified its customers of an increase of 33⅓ per cent on blanks was disheartening because it was felt that this procedure would be followed by others in the near future. Potash is scarce, and while many attempts are being made to produce the article here, it has not yet been accomplished in merchantable quantities.

As noted above, retail trade in the city has been almost nil, and the same may be said of most of the territory east of the Mississippi. It was better in the Northwest and in all the sections where cooler weather prevailed. Better things are looked for from now on. There is no question but that consumers are sadly in need of crockery and glass, and the time will come in the near future when they will have to replenish.

General conditions are of the most promising nature. The volume of trade in all kinds of merchandise is constantly increasing, and the lines represented by this journal will necessarily share in the growing demand.

East Liverpool and Vicinity

An optimistic view was maintained here during the past week over the outlook for future business. Current orders show quite an improvement, and while no exceptionally large specifications were announced the volume of small business amounted to considerable. All plants hereabouts are active, and operations are on a larger scale than previously announced. Dinnerware is having a very good movement, and specialties are in better request.

Pittsburgh and Vicinity

A fair volume of new business was received by the glass factories during the past week, but the manfacturers report that trade is not yet up to normal for this season of the year. Packers' goods continue in good demand, while blown ware is having an active movement. Portables are being ordered in liberal volume, and lighting glass is also in good request.

THE GOLFERS.

IDEAL weather gladdened the hearts of the members of the Pottery, Glass and Brass Salesmen's Golf Club on Wednesday, when the fourth of the season's games was played on the links of the Essex County Country Club, West Orange, N. J.; consequently it was not surprising that everyone arrived unusually early, each anxious to demonstrate his ability to put it all over the other fellow.

The first foursome, comprising L. S. Hinman, J. J. Miller, K. L Wedgwood and Gilbert Pitcairn, was ready to start at 9:30; but inasmuch as it was also the occasion of the fall tournament of the National Freight Traffic Golf Association, with about eighty players present, it was decided to begin on the sixth hole and play the first five last. This foursome was followed by another composed of E. F. Anderson, T. Smallwood, Norman Hawthorne and J. Day. The sixth hole, wi a bad wate rhazard, was a difficult starting point, a several of the players got into trouble.

The next foursome—E J. Boote, E. A. McCo Eugene Peck and W. S. Pitcairn—managed to g away on the first hole, and was followed by W. McNaughton, J. F. O'Gorman, J. J. Hines and C. Day. It was 10:50 by the time they drove off.

A delicious luncheon awaited the players at t club house as they came in, and each foursome s down to the table as it entered, so that the meal, eate in sections, was not finished until about thr o'clock.

Each foursome started on the afternoon round the same order as the morning, the only change beir the dropping out of C. P. Day, which left Hines, O'Go man and McNaughton as a threesome.

The "gallery" included John Nixon and his frier Fred Buscombe, the former head of Fred Buscombe Co., Vancouver, B. C.

E. J. Boote, having decided that it was about tin he won something, managed to take the first cup by very narrow margin, his score being 180. The runne up was K. L. Wedgwood with 181.

J J. Hines, who, according to the Brooklyn "Dai Eagle" and other prominent papers in his section the city, has been making some records on the loc courses (whether high or low was not stated), made h initial appearance with the club.

MORNING ROUND.

	OUT									IN										gross	hdcp	net
McCoy	4	5	7	5	3	7	6	6	8--51	9	5	3	8	7	4	5	7	6—54		105	12	93
Peck	5	5	7	4	4	7	6	5	7—50	7	6	3	7	6	5	5	4	4—48		98	0	98
Boote, E. J	4	5	6	6	4	7	6	5	6—49	6	4	3	7	6	6	5	5	4—46		95	8	87
Pitcairn, W. S	7	5	7	4	5	7	5	4	6—50	9	4	4	7	6	7	4	4	4—49		99	plus 1	100
Pitcairn, G	5	5	6	4	4	7	6	6	5—48	7			No Card					—			plus 5	
Miller, John J	6	4	6	6	5	6	4	5	6—48	8	5	5	5	6	4	4	4	6-47		95	0	95
Wedgwood	6	5	8	4	3	8	6	5	6—51	7	7	3	6	6	3	5	5	4-46		97	6	91
Hinman	4	6	7	5	4	12	6	6	6—56	8	5	5	7	7	4	4	6	4--50		106	8	98
Day, J	6	4	6	6	4	8	7	8	8—57	9	7	7	7	7	7	5	7	5-61		118	8	110
Smallwood	5	6	9	5	5	7	6	7	8—58	10	6	6	7	7	6	4	4	4-54		112	9	103
Hawthorne	5	6	7	6	5	6	6	6	6—53	10	8	4	8	6	5	5	6	5-57		110	8	102
Anderson	7	7	9	6	5	10	8	8	10—70	10	8	8	10	9	7	6½	5	—67		137	25	112
O'Gorman	8	8	7	6	6	12	6	9	7—69	8	7	8	12	8	8	5	4	4—65		124	30	94
McNaughton	5	7	6	4	5	8	7	5	4—51	10	5	3	6	8	8	5	4	4—55		106	0	106
Hines	8	8	8	5	4	9	11	10	9—72	10	6	9	12	7	7	6	5	9—71		143	30	113

AFTERNOON ROUND.

	OUT									IN										gross	hdcp	net
McCoy	5	6	8	4	4	7	7	7	7 55	9	7	4	6	6	5	4	6	6--53		108	12	96
Peck	4	5	7	6	4	6	4	7	6-49	9	5	5	5	7	6	5	5	4-51		100	0	100
Boote, E. J	5	5	8	5	4	8	6	6	6-53	9	5	3	5	7	5	5	5	4—48		101	8	93
Pitcairn, W. S	5	6	7	5	4	6	5	6	5 49	9	7	4	7	6	6	4	3	3—49		98	plus 1	99
Pitcairn, G	5	5	7	4	3	8	6	7	5--50	7	6	2	6	8	5	4	3	5--46		96	plus 5	101
Miller, John J	5	5	7	4	5	5	5	5	5—46	6	5	4	8	6	6	4	5	3—47		93	0	93
Wedgwood	4	6	8	5	4	5	5	8	6-51	8	4	4	5	6	5	4	5	4- 45		96	6	90
Hinman	5	5	8	3	6	8	6	7	7—55	6	5	4	5	8	6	3	3	5—45		100	8	92
Hines				No Card					—	10	9	8	7	9	8	6	5	6—68			30	
McNaughton				No Card					—	8	5	2	5	5	6	9	4	6—50			0	
O'Gorman				No Card					—	9	7	5	8	6	7	5	6	4—57			30	
Smallwood	4	7	7	7	4	7	9	12	5—62	9	6	4	7	6	8	4	4	3—51		113	9	104
Hawthorne	5	6	7	6	4	8	5	5	8—54	9	8	5	7	6	5	5	4	5—54		108	8	100
Day, J	6	5	9	6	4	6	8	9	7—60	9	5	3	6	8	6	5	4	4—50		110	8	102
Anderson	7	7	9	7	8	9	7	6	9-69	11	7	6	8	9	7	7	8	6—69		138	25	113

Jottings Here and There

BY A QUIET OBSERVER.

EVEN now, when the prices of raw material are constantly advancing, and naturally increasing the cost of manufactured goods, there are buyers who want lower rates. Much has been written to prove to retailers that every time they succeed in lowering prices they are reducing their profits; but many of them do not seem to grasp the idea. The matter was aptly put by Jerome Jones in a speech he made at a Crockery Board of Trade banquet some years ago. He said he sold a merchant in the South several crates of English earthenware at six dollars a £. The next time he saw the buyer the latter complained at being overcharged because another importer had offered the goods at five dollars a £.

"Did you sell the goods you bought from me?" asked Mr. Jones.

"Yes," replied the buyer.

"What profit do you put on?"

"Fifty per cent."

"Then, in selling my goods you received $9 per £?"

"Yes."

"Now, if you had bought at $5 per £, adding the same profit, you would have sold at $7.50. In other words, at my price you made $1.50 more than if you had bought at the lower figure."

A look of intelligence dawned on the buyer's face, and he bought more goods.

The experience of an Ocean Grove, N. J., landlady, who had to follow up dishes and crockery taken from her apartment by an erstwhile occupant, and who found and identified the property in New York, is only one of many similar incidents in the summer season that do not find their way into print. It is well known among hotel and boarding housekeepers that linens, napkins, glassware, silver and the various accompaniments of the dining table have to be watched carefully to prevent their elimination by the guests, who call the articles "souvenirs" and regard the taking away of a fork or spoon very much as they would the removal of sea shells from the beach. The practice is not confined to summer resorts. It is carried on in New York and the big cities and has become a source of serious loss to hotel proprietors, who, even if they know the whereabouts of the purloined property, keep quiet and submit rather than offend people who are their patrons. In the case of one big New York hotel these losses, together with breakage, amount to $75,000 a year.

Higgins & Seiter have completely remodelled their first floor, and so marked is the change that their old patrons will not recognize the place. Originally the store was finished in white enamel. Now it is in mahogany, with cases instead of shelves. It is handsome, and has character. The second floor will be vacated. The third has been refinished in white. The office floor is unchanged. The formal opening under the new regime will be announced soon.

Merchants hate to hear their goods criticized. They may know in their own hearts that some of their wares are not what they ought to be, but they don't want to be reminded of the fact. Buyers would do better to say nothing and pass them on the ground that they do not suit their trade.

The crowd of lunch-hour promenaders on West Twenty-third street is exceedingly annoying to the storekeepers. The same trouble was experienced on Fifth avenue between Fourteenth and Twenty-third streets until the owners of the buildings below Eighteenth street determined to change their tenants and the garment factories had to move further uptown. For the past two or three years more of these factories have been locating in the side streets bounded by Twenty-third and Thirty-third, until at noon Fifth and Sixth avenues are jammed with employes taking a walk. The storekeepers have been living in hope that the nuisance would cease, but a firm of shirt-makers has just leased the first floor of the old Stern building at 28 and 30 West Twenty-third street, and it looks as though the trouble will be aggravated.

Said a prominent merchant this week: "I am amused at the reports I read and hear about the big business in foreign goods done by some firms in the trade. Only a few minutes ago a man told me he was 'way ahead of last year. And he is only one of a lot. In fact, I do not know of anyone who admits that he is behind. Yet the Government figures show a big falling off in imports. If those who tell me they have

gained are correct, then those I do not see must have lost a big volume of business Either that or the official statistics are wrong."

Houses in the crockery trade which do a million dollars' worth of business a year are very few. There are half a dozen concerns that make contracts of from $100,000 to $500,000, and one for nearly a million was reported last fall; but the house that sells $250,000 a year is doing a fairly good volume, as things go. The daily papers are daily recounting war contracts ranging from $5,000,000 to $10,000,000 and up to $100,000,000, and people are so accustomed to seeing such large figures that nothing is thought of them. A salesman in the crockery trade glows with pride nowadays when he books a $300 order.

SWISS TOYS FOR AMERICA.

THE Swiss Legation at Washington has advices from Berne that manufacturers in Switzerland are anxious to supply the Christmas toy trade of the United States, and the Bureau of Foreign and Domestic Commerce has undertaken to assist in having orders placed. Some Swiss firms have produced hundreds of new models in wood and pasteboard, and more are being added daily. A few of the samples which have reached Washington are skillfully executed lithograph soldiers of all the belligerent nations, for the construction of little armies by American children.

The toy industry has recently been developed to a considerable extent in Switzerland. Various organizations in different parts of the country have joined hands with a view of increasing its efficiency and of encouraging and facilitating the exportation of its products. Important orders have already been filled for France and England. The industry is now in a position to take care of a large foreign demand and to supply much of the needs of the United States.

The new Swiss Foreign Trade Bureau, Borsenstrasse 10. Zurich Stand, Zurich, has prepared lists of reliable manufacturers, is ready to put buyers in communication with the producers and holds itself at the disposal of those anxious to form connections in this field. A collection of catalogues and samples will shortly be established there.

Additional information and addresses of manufacturers of toys and musical instruments of all kinds may now also be had from the Legation of Switzerland in Washington, D. C.

TO GET GERMAN GOODS QUICKLY.

THE British Government denies that it had any intention to discriminate against the American State Department's foreign trade advisers in favor of representatives of private trade interests in securing the release of goods of German or Austrian origin consigned to the United States from neutral ports. It points out that its policy, now is to order the release of any such goods on the production of proof that they either were paid for in actual cash before March 1 or that the American owners ordering the goods before that time will ultimately be compelled to pay for them. Acting on this policy, the Government will release cargoes as representatives of American importers produce the required proofs, and no distinction will be made between private representatives and the State Department foreign trade advisers, it is stated.

Inquiry in American diplomatic circles here shows that private interests profiting by concessions from the British Government, most of which have been the result of the labors of the American Consulate and Embassy here, produce the required proof without delay and without troubling to lay their case before the British authorities through the usual diplomatic channels. These representatives either send their proofs to the Foreign Office or take them direct to the Procurator-General of the Prize Court or the Admiralty Marshal, and their enterprise usually is rewarded by a speedy release of the cargoes which they represent.

The American Embassy now has the question of alleged discrimination under consideration, and the matter will soon be called to the attention of the British Government.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 4, '15	Corresponding period 1914	Exports Jan. 1st to Sept. 4, '15	Corresponding period 1914
Boston	57	113	3448	44
New York	116	228	6626	67
Baltimore	67	131	5403	62
Philadelphia	25	....	1943	17
New Orleans	15	....	564	12
Newport News	....	....	61	5
San Francisco	....	....	1344	17
Portland, Me	....	....	1006	11
Galveston	10	....	10	9
Portland, Ore	....	....	140	..
Inland Points	....	....	428	2
Total	290	472	20973	237

From the Freight and Shipping Circular of Smith, Christas & Co. (formerly John Edwards & Co), Liverpool.

TO	Shipments week end'g Sept. 4, '15	Corresponding period 1914	Exports Jan. 1 to Sept. 4, '15	Corresponding period 1914
New York	116	228	6626	70
Boston	57	113	3448	44
Philadelphia	25	....	1931	13
Baltimore	67	131	5403	62
San Francisco	....	....	1314	17
New Orleans	15	....	564	7
Portland, Me	....	....	1006	4
Galveston	10	....	10	9
Newport News	....	....	61	4
Portland, Ore	....	....	140	..
Inland Points	....	....	479	6
Total	290	472	20982	246

THE METROPOLITAN MARKET

AN order that has made the cut glass manufacturers sit up and take notice has been placed by Chas. Baum, plateau manufacturer, for $38,000. This large amount is for one item only, a square vase in a floral and mitre cutting, of which Mr. Baum will make a specialty in conjunction with his mirror-plateau line. That the combination will prove a winner is shown by the fact that one week's sales have amounted to over $7,000.

Cox & Lafferty opened this week a new line of punch bowls from the Imperial Glass Co. that excel anything in that line they have ever made. They are thirteen inches in diameter, in eight different cuttings, and are offered at from $30 to $48 per dozen. Another good thing is a new deep etched grape design on a general line of glassware.

An exhibit replete with dainty patterns in French china dinnerware is that of Vogt & Dose. Tasteful decorative treatments of every description are displayed, many of which are already proving strong sellers in stores throughout the country, Aside from dinnerware the concern specializes in white china for decorating, and in the comprehensive assortment the buyer is always assured of getting original shapes and a quality of ware that gives the greatest satisfaction. The line of fancy china deserves special attention from buyers looking for attractions.

The new hotel china made by the Buffalo Pottery is attracting a great deal of attention at the salesroom of A. H. Ledden. There are a number of underglaze patterns that are exceedingly pleasing. It is also very reasonable in price, and the shapes are good. With these strong qualities in its favor there is every reason to believe that the factory will have all the orders it can fill.

The Duncan & Milier Glass Co. have had such success with their specialties for glass-cutters and silver-deposit concerns that they are constantly adding new items to the line. The latest they have sent to their New York representative, Paul Joseph, is a cheese-and-cracker dish that offers excellent possibilities from a sales standpoint. The cheese receptacle rests in an indentation on the cracker plate when used together, or either item may be employed separately for other purposes. A new 8½-inch deep nappy, in two styles, optic and plain, and in a straight and flared shape, also lends itself particularly well to light cutting and silver-deposit ornamentation.

So many and diversified are the lines of stemware from the Beaver Valley Glass Co. displayed by Frederick Skelton that the assortment offers the widest possible range of prices and designs for the buyer's selection. One deep plate etched pattern on a very tasteful shape shows sprays of violets beautifully executed in natural size. Another has clusters of roses on a plain shape. Both are proving good sellers.

In their advertisement elsewhere C. Dorflinger & Sons make a very pertinent inquiry when they ask if you are interested in potash glass. They have a supply of the ingredient and will make to order anything in glass in lines similar to their own. Besides, they have a considerable stock of lead and potash glass, which they are offering at their old prices. Their reputation as makers of high-grade glass is such as to induce buyers to handle their wares at all times, and particularly now, for it is possible that in the near future it will be difficult to obtain fine goods in this line.

The Cambridge Glass Co. have turned out an odd design in a light cutting that has created a very favorable impression at the local wareroom, in charge of D. King Irwin. It is a well covered floral spray in a Japanese effect that is decidedly new for glassware. It is shown on a complete line of stemware, tumblers, and other items for table use.

A new dinnerware pattern from Wood & Sons at the showroom of Edward Boote is an exceedingly dainty latticed border entwined with floral festoons in con-

trasting colors. It is shown in two treatments, the predominating colors being respectively blue and green. Both are edged with gold, and have gold-embellished handles.

"Pate Ritz," the new line of glassware produced in this country from the formula of its foremost glass chemist and recently introduced by Herman C. Kupper, continues to excite more than an ordinary amount of interest at his salesroom, where there are now a number of additional pieces to be seen. The unusualness of the ware, together with its reasonable prices, makes its sales prospects almost unlimited, and it yields a substantial profit wherever carried.

L. Straus & Sons are mailing to the trade a catalogue, just fresh from the press, of the latest achievement in Straus cut glass for the fall season of 1915. It is filled with illustrations, the new No. 1492 floral and mitre design being featured. The popularity of this pattern promises to keep the factory working overtime, for it offers a cutting of exceptional cleverness at very modest prices. The dealer should lose no time in having his name placed on the Straus mailing list before the first issue of this catalogue is exhausted.

POTTERS' JOINT AGREEMENT.

FOLLOWING is the text of the joint agreement signed by officials of the United States Potters' Association and the National Brotherhood of Operative Potters' to govern working conditions for the coming two years, effective October 1:

1 Both of the parties to this agreement declare that they are empowered to act for and in behalf of their respective organizations and do hereby pledge such organizations to the faithful observance of this agreement in all its details during the period that said agreement shall run, as hereinafter specified.

2 This instrument shall be known as the "Chalfonte Agreement."

3 Except as modified by changes indicated below, the Astor Agreement of 1913 is hereby re-affirmed in all its conditions and provisions, to remain in force until October 1, 1917.

4 The firm shall pay no part of the wages of a pin boy, except for such time as a pin boy is actually employed and does the work.

5 At any time the members of the standing committee are unable to agree as to the merits of any case or proposition pending before them they shall, according to the clause on page 67 of the uniform scale, select a seventh or disinterested man, who shall have a vote on the merits of the case or proposition on which they have been unable to agree, and the result of the vote shall be accepted and the decision rendered as coming from the standing committee as a whole. The members of the standing committee may, according to their own judgment, resort to secret ballot in rendering their decisions.

6 During the experimental stage of any new process of manufacture the firm shall have the co-operation of the N. B. of O. P. If no temporary piecework price for such experimental work can be agreed upon, the workman shall be paid on a day wage basis at an hourly rate which shall be the average hourly and day wage which said workman has received for the six weeks previous to the beginning of the experimental work.

7 Sets packed (in straw or otherwise) in paper cartons of less than forty-two pieces of dinnerware may be packed at day wage pending settlement by committee of a piecework price list. This does not cancel the ruling of the standing committee on case before them June 23, 1915.

8 Committees shall be appointed to establish a uniform price for casting the various sizes of teapots.

9 Each dipper shall be paid his full earnings direct from the office, and the dippers' count shall be taken from the kilnmen's time sheet for the actual ware placed in the kilns by Thursday evening, less any extra time allowed the kilnmen for carrying.

10 That dishmakers be given the preference on dishmakers' list when the same is made by the casting process.

11 All piecework prices shall be properly recorded by the various superintendents and foremen, to the end that any employee may promptly ascertain the piecework price of any item or work that the particular employee may be engaged on.

12 All decorating-kiln placers and decorating kiln firemen shall receive their wages direct from the office in separate envelopes. Where the contract system is in effect the boss kilnman shall turn into the office time and pay of each man working for him.

13 Where decorating-kiln placers are required to begin work before six a m. it is recommended that they and the firm take the matter up and endeavor to overcome the objection.

14 No decorating-kiln placer shall be laid off to permit the making of extra time by the remaining members of the crew.

15 No experienced decorating-kiln man shall be laid off make room for a beginner.

16 Committees shall be appointed to establish uniform sizes and prices for jiggering lemonade and chocolate mugs and mixing bowls. Committee to report their findings between October 1 and 15.

17 The cup maker shall not be charged for losses for which he is not responsible. It is not intended that the normal losses of finishing, turning and handling, or any work in the completion of the finished cup for the green room, shall be within the meaning of the above.

18 That committees be appointed to endeavor to establish a uniform price list and size list for china. The size list to be based on block mould measurements.

19 That some system of counting be adopted by the manufacturers, so that the finishers as well as the jiggermen may know just what their count amounts to each pay.

20 That the heating of kilnsheds in winter, their proper ventilation in summer, the heating of mould shops in winter, and the modern conveniences of enclosed dressing rooms and running water, be left in the hands of the health committee. Mr. Mushet to recommend.

21 That the use of oil lamps or torches in kilns be discontinued and gas or electric lights be substituted.

22 That the secretary of the N. B. of O. P. and the secretary of the U. S. P. A. take measurements of various kilns in order to ascertain the net average number of cubic feet put in by a day's work, they to compare this with the work where double arch bungs are placed, and to report and recommend extra pay for extra work if such extra work is found.

23 That committees be appointed to formulate a scale for the drawing of glost and bisque kilns.

24 Baskets to be used for kiln drawing shall be placed in a location reasonably convenient to that part of the shop where the kilns are to be drawn.

25 That committees be appointed to establish a uniform price list for casting moulds. Committees to consist of five from each side, not more than three of

th operative members to be men making these articles, at not more than three of the manufacturers to be fr n firms doing this work.

26 When an opening occurs on the casting bench fo a beginner a sticker-up s all be given the preference.

27 When there is a vacancy for an apprentice h dler the oldest boy in the handling shop in point of se vice shall, if competent, be given the preference. E ery apprentice handler d ring the last eighteen m ths of his apprenticeship shall be given an oppor- tu ity to handle all articles on the handling list m ade in hat shop.

28 That the second paragraph on page 48 of the u form wage agreement apprentices' scale for turners be mended to read as follows: "Every apprentice turner d ing the last eighteen months of his apprenticeship sh ll be given the opportunity to turn all articles on th turning list made in that shop."

29 The taking care of the dipping house floors by w nen and the furnishing of running water for spong- in shall be taken up by the health committee.

30 That a committee be appointed to make the a mpt to establish a uniform piecework price for dissing glost flat.

31 That committees be appointed to endeavor to w k out a uniform sagger. Committees to be com- p ed of six representatives from each side.

32 The last-named committee shall also take up th question of placing glost kilns when bats are used (w th or without wauvers) and arrive at a price fair to b th sides for such extra work as their investigation m y show is done.

33 That any firm a member of the U. S. P. A. m y, if he desires, place the union label on his product, p ovided that all workmen in branches covered by the a eement are members of the N. B. of O. P. in good standing.

POTASHLESS GLASS.

ONE prominent maker of lead blown blanks for cut- ting has announced an advance of 33⅓ per cent, o ing to the scarcity of potash. Inquiry among other m nufacturers elicits the information that while most o them have some potash left, they are conserving it. N merous substitutes have been tried, with varying s cess, though so far none of the products equals pot- a -made glass. Brilliancy and "ring" are lacking, b a fairly good-looking glass can be, and is, produced w hout potash.

DUTIES ON DETAINED GOODS.

THE following letter has been received from the Treasury Department by the Appraiser at New Y rk:

"It has been brought to the attention of the De- p tment that as a result of the war conditions in Europe t re has been an advance in the foreign market value o many classes of merchandise. As a consequence, t e prices specified in invoices covering such merchan- d e, which was purchased or contracted for a consider- a e time prior to its exportation from the country of p rchase, are necessarily lower than the market values o the said merchandise on the date of exportation.

"In view of the foregoing, care should be exercised t ascertain the foreign market value of such merchan- d e on the date of its exportation from the country in w ich purchased.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 21, 1915.

BORDEAUX

240	packages	chinaware	Haviland & Co
34	"	"	Wells, Fargo & Co
5	"	"	L E Bohm
18	"	"	L Straus & Sons
25	"	"	Haviland & Abbot Co
27	"	"	A G Moment
10	"	"	L Bernaidaud & Co
48	"	"	Theodore Haviland & Co
15	"	"	Justin Tharaud
25	"	"	Vogt & Dose

YOKOHAMA

28	packages	chinaware	Japan Import and Export Co
3	"	"	De Grauw, Aymar & Co
8	"	"	Lin Fong & Co
1	"	"	Jordine Matheson & Co
107	"	toys	Chartered Bank of India, Australia and China
1	"	"	A Jacobsen
5	"	"	American Express Co

LIVERPOOL

5	packages	earthenware	Geo Borgfeldt & Co
133	"	"	W S Pitcairn
11	"	"	Knauth, Nachod & Kuhne
6	"	"	Downing's Foreign Express
3	"	"	Rowland & Marsellus
3	"	"	W H Plummer & Co
4	"	"	F L Kraemer & Co
5	"	"	Davis Collamore & Co
15	"	"	Butler Bros
14	"	"	E Boote
20	"	"	Maddock & Miller
25	"	"	G F Bassett & Co
74	"	"	Adams Express Co
3	"	"	Lazarus & Rosenfeld
1	"	"	L Straus & Sons
17	"	"	Fondeville & Van Iderstine
57	"	chinaware	T Morris & Co
7	"	glassware	Tiffany & Co
4	"	"	G Collamore & Co
2	"	"	Davis Collamore & Co

HAVANA

1	package	glassware	C H Pattengill & Co

LONDON

3	packages	earthenware	Bane & Hill
2	"	"	H P Finlay
2	"	toys	S Kann Sons & Co

ROTTERDAM

2	packages	earthenwa e	M Field & Co
429	"	"	L Wolf & Co
31	"	"	Karl Hutter
165	"	"	L Straus & Sons
88	"	"	Strobel & Wilken Co
11	"	chinaware	Snow's U S Sample Express Co
22	"	glassware	S Bache & Co
11	"	"	A Lorsch & Co
1	"	"	M D T Co
3	"	"	T Nevin
554	"	"	Miscellaneous Orders
261	"	toys	C Silverman
521	"	"	B Illfelder & Co
2,119	"	"	Geo Borgfeldt & Co
3	"	"	B Shackman & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

6	packages	earthenware	R F Downing & Co

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 23, 1915.

TEMPORA MUTANTUR.

METHODS of doing business are constantly changing, and the wise merchant is he who changes with the times. These methods move in a sort of circle, just as styles of decoration do. The best sellers to-day are improved or modernized patterns that were in vogue sixty, seventy or a hundred years ago, and the trade is gradually getting back to the buying methods of forty or fifty years back, modernized and improved. Fifty years ago there was no such thing as buying on import. Now buyers are dividing their purchases, and while placing import orders are also depending on stock to a large extent. Instead of placing one large order a year, they are now reducing the size and buying oftener —two, three, and possibly four in times the twelvemonth.

With modern means of transportation outside of war conditions a merchant can get goods from Europe in three months. If he keeps a systematic record of his stock, having a set date, say every sixty or ninety days, upon which to match up, he can keep his assortment full and yet not employ all at once the large capital necessary when buying a year's supply in the spring, and particularly when, as is often the case, a buyer's purchases are charged up to him when he orders them, although the goods may not be delivered for six or nine months.

Suppose a buyer uses $12,000 worth of goods from a foreign factory and places his order in February for October delivery. The goods all come at once, and are paid for in a lump. But if he orders $3,000 worth for May delivery, $3,000 worth for August, and the sam amount for November and January (if he does not cou on early spring special sale he may make it $6,0 for November, or divide in some other way, accordi as his business demands), he will sell some of h May delivery and have cash to help meet the Augu shipment; the sales on the latter consignment will turn help pay for the November arrivals; and in th meantime, by reason of having a good stock to attra buyers, is almost sure of getting business that he wou have lost by not having an assortment.

The foreign factories would possibly object to th method—and naturally, too, having been accustomed securing a whole year's business in advance. But t this plan they stand a chance of selling more goods, the time between May and October is when the r tailer can dispose of the wares he has on hand, and o der more. The other way he has had no new goo with which to tempt customers.

This idea of smaller but more frequent buying h in numerous cases worked satisfactorily and with ben fit to retailer, importer and manufacturer alike. It the customary way with domestic goods, both as futures and stock, and there is no good reason why may not be applied to the purchase of foreign wares.

PERSONAL.

ON Monday Fred W. Lackman, with L. Straus Sons, came home via Rotterdam after a sev months' visit to Germany, as fat and goo ratured as ever. He went by way of Italy, a riving there before that country had declared war Austria. He found feeling running so high that he d not spend much time there, but went to Switzerlan where sentiment was more inclined to be pro-Germa Later he visited the manufacturing centers. In B hemia the factories were working from half to full tim with reduced forces, but in Germany they were turni out immense quantities of ware, some of the employe working double time. He says Germany will produ all the ware this country can take, its only troub being the difficully of making shipments. Mr. Lac man says that in all the large cities life is going on if there were no war. Hotels, cafes, theatres and t parks are crowded day and night. Many soldiers a seen; otherwise no one would suppose that a bitter w was raging. In the smaller places there was more ev dence of the confiict, as there was a notable absence men. At Rotterdam he went down to the docks a found no congestion of merchandise. In fact, there d not appear to be many more goods awaiting shipme than in an ordinary busy year. Mr. Lackman says would not take anything for his experience, even thou he found the regulations regarding travelers a little o erous. He treasures his passport as a most valuab souvenir, being covered with the record of every pla he visited.

Lee Kohn, of L. Straus & Sons, who has been uring the West, taking in the expositions on the Paci- c Coast, is homeward bound and due to arrive on the 7th.

J. Meredith Miller, traveling representative of addock & Miller, is not allowing the grass to grow nder his feet these days. He returned last Friday om a trip through the Middle West and left again for altimore, Washington and Philadelpaia on Monday.

It will be good news to the many friends of Wm. tten, assistant to John Nixon at the salesroom of the ostoria Glass Co. for so many years, to learn that he as been showing a gradual improvement during the ast ten days after his long illness.

W. H. Bush, traveling representative in the New ngland States for the Beaver Valley Glass Co., Athens lass Co. and Tarentum Glass Co., dropped in for a at with Frederick Skelton and other friends in the ade on Tuesday.

Wm. H. Smith, sales manager of Factory D, United tates Glass Co., arrived in New York on Monday to end several days here assisting the local sales force n introducing a new line of decorated glassware.

V. W. Rushbrook returned last Thursday from a Western trip for the Tajimi Co., and says that while ings might have been better he booked a satisfactory nount of business.

M. P. Alkon, of M. P. Alkon & Co., Portsmouth, . H., arrived in the city on Monday to place orders. e says that business is on the upward trend in his cality.

E. A. Gillinder, head of Gillinder & Sons, Phila- elphia, visited the New York office last Thursday to nfer with Howard Beatty, who is in charge during e illness of Frederick Morse. Mr. Gillinder reports at the factory is busy.

Harry S. Clarke, with Graham & Zenger, left New ork on Tuesday night. He went first to Baltimore, ence to Washington, and so on to the West.

Wm. P. Graham, of Graham & Zenger, sailed for urope June 15, landing at Rotterdam, and proceeded Germany, visiting the two factories he represents in is country. He found both the Rosenthal china fac- ry and the Theresienthal glass factory working in od shape and in condition to take care of all the busi- ss he could send them. He had no difficulty in aveling, except at the frontiers, where everybody is der suspicion until his identity is established. He expressed wonder at the economic conditions in Germany and the way in which the country had adapted itself to the present state of things. He toured a little and saw many points of interest, and had the unique experience of spending five days at the very front—a privilege rarely accorded to civilians.

An old-time member of the trade who has been missed by a host of friends from his post at the establishment of L. Straus & Sons is Howard Hudson, who has been confined to his home in Hoboken for the past six weeks with heart trouble. His condition shows little improvement at present, but it is hoped that he will soon experience a change for the better.

Ben Brafman returned on Friday from a trip through New England in the interest of the Royal Art Glass Co. Judging from his fine spirits, the dealers in that section were pleased with his line.

C. H. Clark, with the Howland Dry Goods Co., Bridgeport, Conn., who was making his weekly visit to New York on Tuesday, said that despite the strikes in his city business in his departments had been very good.

Chas. Dooley arrived in New York this week on his first trip for the Cowell & Hubbard Co., Cleveland.

We are glad to report that the condition of Frederick Morse, manager of the New York office of Gillinder & Sons, is greatly improved. Should his recovery continue as favorable he will be at business again in a few weeks.

Fred Buscombe, formerly connected with the trade as the head of Fred Buscombe & Co., Vancouver, B. C., arrived in New York on Tuesday en route for France to bring home the body of his son, who was killed at the front about three months ago.

Eugene Peck, local manager for the Phoenix Glass Co., left on Wednesday night to spend several days in Boston in the interest of his concern.

OF INTEREST TO LAMP MANUFACTURERS.

IN view of the rise in the price of copper and spelter, which has in turn caused an advance in the price of brass, and consequently an increase in the cost of making lamps where brass is used, the following figures taken from the "Engineering and Mining Journal" will be found interesting:

It is estimated that American brass works will soon be turning out about 45,000 tons of brass per month. This indicates a consumption of about 15,000 tons of

spelter, or at the rate of 180,000 tons per annum, figuring on the ratio of copper and spelter in ordinary brass. Exportation of spelter during the last fiscal year was about 140,000 tons. Take 12,500 tons per month as the deficiency in Great Britain, France and Russia that must be supplied from here; add 9,000 as the increased demand for brassmaking here; the total is 21,500 tons. The excess over production as compared with the rate of 1914 is somewhat between 15,000 and 25,000 tons. Something like the latter figure is in sight, but it will not be attained until 1916.

ADVANCE IN PRICE OF AUSTRIAN CHINA.

ACCORDING to Consul Wallace J. Young at Carlsbad, Austria, the members of the China Manufacturers' Association have agreed to a flat fifteen per cent raise in the price of Austrian ware for the domestic market, the increase being now effective. This, it is said, makes the rates practically the same for both foreign and domestic trade.

OBITUARY.

AT his country home, Edgemere, L. I., Judge Henderson M. Somerville, of the Board of United States General Appraisers, died September 16. Mr. Somerville was born in Madison County, Virginia, March 23, 1837, and was graduated from the University of Alabama in 1856. From 1859 to 1862 he was editor of the Memphis "Appeal." He then became associate professor of mathematics and languages at the University of Alabama. In 1865 he resigned and engaged in the general practice of law at Tuscaloosa, Ala. He founded the Law School of the University of Alabama in 1873, and occupied the chair of constitutional, statutory and common law until 1890. In 1872 he was elected an Associate Justice of the Supreme Court of Alabama. He served on the bench until 1890, when he was appointed a member of the Board of Appraisers, of which he was president.

Judge Somerville was held in high esteem by those of the crockery trade who had business with him.

The death of Joseph F. Owens, which occurred at his home in Brooklyn last Sunday in his sixty-ninth year, takes a familiar figure from the trade. He was next to the oldest employee of Jas. M. Shaw & Co., having been with them about forty-three years, entering their employ in 1873, soon after he arrived in this country from Dublin, Ireland. He was held in the highest esteem by his employers, and by his years of faithful service and loyalty had their absolute confidence. His death was due to general debility, having been in poor health since last June, when he was forced to discontinue going to business. The funeral service held at St. Agnes Church, Brooklyn, Tuesday morning were attended by the members of the firm and most of the employees, as well as others in the trade. He is survived by a widow.

Ralph Bagley, who was president of the United States Glass Co. in 1895, died in Pittsburgh Thursday September 23, after a short illness. He was father-in-law of D. King Irwin, New York representative of the Cambridge (O.) Glass Co. Mr. Bagley was a great man, both in stature and mind. He achieved renown in connection with a big strike in the steel mills of Pittsburgh at one time, and because of his executive ability was made president of the United States Glass Co. in order to straighten out certain matters then troubling the concern. Mr. Irving left on Thursday night for Pittsburgh to attend the funeral.

David D. Carle, for years conspicuous in the glass industry, died at his home in Jeannette, Pa., Sept. 1 of heart disease, aged 71. He was pre-eminently a "young-old" man, and had a host of friends, being a prime favorite on account of his genial, cheery disposition. During the early part of his career he was connected with the United States Glass Co. on the South Side, Pittsburgh. In 1893 he went to Jeannette and for a number of years was general manager for the I. Sellers McKee Glass Co. Later he became general superintendent of the National Glass Co. He retired from active interest in the glass business eleven years ago.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishing; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H A Koll, hf, A Hamburger & Sons, Los Angeles. 215 Fourth ave.

J Postley, hf, Baltimore (Md.) Bargain House. 34 Fourth ave.

J J Reardon, hf, t, McAusian & Wakelin, Holyoke, Mass. Navarre.

S Youngman, t, Wise, Smith & Co, Hartford, Conn. 105 Grand.

C A Scudder, g, c, Athens, Ga. Great Northern.

C R Hoffman hf, W M Whitney & Co, Albany. 1 Union Sq.

A F Ellis, hf, t. Almy, Bigelow & Washburn, Salem, Mass. 2 Walker.

L Neubrick, c, g, t. Crowley, Milner Co, Detroit. 16 W 72d.

L Schoenthal, c, l, g, Gimbel Bros, Philadelphia. B'way and 32d.

P L Beck, c, g, Baltimore Bargain House. 354 Fourth ave.

F R Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 2 Walker.

Miss E Ledger, hf, H S Barney Co, Schenectady, N. Y. 75 Spring.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Notwithstanding the fact that the cost of raw materials is continually advancing, the manufacturers have not yet made any changes in their selling lists. For the past few years the manufacturers have been gradually paying more and more for raw materials, and all the time the pottery buyers have been favored with a selling scale all to their advantage. But this cannot continue for ever.

George Heisler, well known in the pottery trade as decorator, salesman and supply house representative, has become associated with the selling force of the Corning (N. Y.) Glass Co. He will cover Ohio, Indiana, Michigan, West Virginia and western Pennsylvania.

* *

Among the buyers visiting the district recently were Mr. Rice, of Rice Bros., St. Joseph, Mich.; Harry Doll, with Hamberger & Co., Los Angeles; Phil Anderson, with P. Weist & Son, York, Pa.

* *

A number of pottery decorators were discussing patterns a few days ago, when it was brought out that the Harker Pottery Co. were the first to introduce the "Bluebird" decoration. This was about four years ago, when an underglaze print was used. Ever since then the pattern has shown a steady advance, until now it is one of the most popular treatments being shown.

* *

A number of out-of-town potteries are in sore need of help in their decorating and warehouse departments, and efforts to secure an adequate supply are being made from the forces in this city.

* *

"The joint wage conference was a very peaceful gathering—rather dull than otherwise," remarked one of the manufacturers who attended the sessions. "There was no excitement of any kind."

* *

Pottery manufacturers and buyers who attended a banquet given in Brooklyn, N. Y., the night of Sept. 5 by Morris Bergman, and were given a shore dinner at Sheepshead Bay the following day, declare Mr. Bergman a royal entertainer. About seventy five couples attended, among them being J. N. Watte and George Helbeg, with Butler Bros.; Horace C. Gray, of the H. C. Gray Co.; T. A. McNicol, of the T. A. McNicol Pottery Co.; W. C. Newland, with George Borgfeldt & Co., and Peter Rinkin, with the Boston Store, Chicago. Following the banquet there was a dance.

* *

C. L. Gray, general manager of the Colonial Pottery Co., spent several days in the Pittsburgh market last week.

* *

On account of the Jewish holidays the general demand for "soups" this year showed an increase over orders filled a year ago. Several local potteries had all of this business they could take care of.

* *

Report has it that the Albright China Co., Carrollton, O., plans the erection of six additional kilns.

* *

The Buckeye Club of this city will entertain pottery, glass and enamel ware salesmen and manufacturers at its twenty-four-acre country home the afternoon of September 30. Many Eastern and Western buyers will be here, according to replies now at hand. The committee on invitations consists of T. A. McNicol; Harry W. Smith, of the Roessler & Hasslacher Chemical Co., and J. Edward McClure, superintendent of the local Federal Building. Patrick McNicol, president of the Standard Pottery Co., is president of the Buckeye Club. The invitations read as follows:

STAND BY THE PRESIDENT.

When weighty matters of state assail the executive, every patriotic citizen should stand shoulder to shoulder in his support.

When the president of the Buckeye Club positively announces to you that Thursday, September 30, 1915, is a Legal Holiday and Annual Field Day of the Buckeye Club, it is spoken, and there is no discount. Who better than the President knows? Nobody! When the invitation committee of the Buckeye Club sends you this invitation and informs you that you are expected to be present, who, may we ask, disputes the statement? Nobody!!

When you are informed by the grounds committee that on this date the greatest program of athletic events, from pitching horseshoes to tossing the bull, ever of-

fered in the Ohio Valley will be presented for contestants to strive for appropriate prizes, will anybody contradict? Not anybody !!

Get in training and make your business arrangements so that from eleven a m. until midnight dull care will be forgotten and the high cost of living may remain but the hazy memory of a nigh-forgotten dream.

Y. & O. trains leave every hour, ten minutes after the hour, all day and evening for the Buckeye station.

* *

A local pottery concern filling a large order for a Western house has received from the customer a full freight car load of catalogues—one to be placed in each dinner set shipped. Another carload is to arrive soon. The advertising department of the house is surely "on the job."

* *

Small volume orders are more numerous than for several weeks. Some days the mails are exceptionally good, and the total value amounts to considerable.

* *

A large-sized order was received here a few days ago from a Western department store for a covered jug with a black and white decoration.

BOSTON BUSINESS NOTES.

THAT trade is the best for many months, and gaining steadily, is averred by everyone in the trade here—commission men, agents, retailers, buyers and traveling men. Out-of-town buyers have arrived in unusually large numbers this week, mail orders are heavy, and the department stores are ordering liberally.

L. B. Woodward, cut glass buyer for Charles Hall, Springfield, left here Tuesday evening for New York.

M. A. Lovell, traveling man for the United States Glass Co.'s New England salesrooms, is in Connecticut this week.

O. Phillips, W. & A. Bacon's china and glass buyer, has gone to New York this week.

M. S. Sloan, president of the Potomac Glass Co., Cumberland, Md., has been visiting in Boston this week.

Workers in the silverware factories at Meriden, Conn., have this week demanded twenty-five per cent increase in wages and an eight-hour day.

George A. Guest, Jordan-Marsh Co.'s kitchen goods buyer, smiled radiantly when asked as to the condition of business in his branch.

Chamber of Commerce nominations to be voted on at the annual meeting of the Retail Trade Board, October 7, for election as the governing board of the body include John Shepard, Jr., president Shepard, Norwell Co.; Alexander McGregor, treasurer Houghton & Dutton Co.; Samuel Johnson, of C. F. Hovey Co.; George B. Johnson, of R. H. White Co., A. Lincoln Filene, of William Filene's Sons Co., and F. Alexander Chandler of Chandler & Farquhar Co.

Arthur F. Ellis, buyer for the Almy, Bigelow & Washburn Co., Beverly and Salem, was in town the first of the week and left later for New York to place orders.

Two Maine buyers here this week for the first time in months were E. C. Prescott, of E. C. Prescott & Co., Calais, and Lucie Chapman, Eastport.

The Jones, McDuffee & Stratton Co. announces a demonstration of the process of making china on the fourth floor of its building from September 27 to October 2. The manufacturers of Syracuse China of which this company is one of the largest distributers, are sending here expert workmen, who are to show exactly how fine china is made each day from 10 a.m. to 12:30 p. m. and from 2 to 5:30 p.m. The mixing of clays, molding, attaching handles, casting with liquid clay, applying decalcomania decoration, freehand color lining and the glazing process may be seen. In connection with the demonstration there will be a special sale of Syracuse dinnerware. The public will be invited.

J. Frank Hinckley has returned from a trip to the trade in Connecticut.

William R. Amidon, representing the George W. Bowman Co., is on a New Hampshire trip.

Ripley W. Wiley, one of the inside men at Mitchell, Woodbury Co.'s, returned Tuesday from his cottage at Lake Winnepesaukee, N. H., where he has been for week-ends and for his vacation during the summer.

C. L. Hartt, sales manager for the Ohio China Co., East Palestine, O., was here the other day.

The stock of china, glass and kitchen goods of C. L. Kenyon & Co., Barre, Vt., is to be sold at auction Saturday.

A. B. Hunt, Lebanon, N. H., paid the trade a call this week.

Julius Baer, of Louis Wolf & Co., says that he finds a great demand for domestic toys and novelties.

George Thibedeau, buyer for the New Bedford Dry Goods Co., was here this week.

James J. Hanning, with the H. P. & H. F. Hunt Co., is traveling through Southern Massachusetts and Rhode Island this week.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers in this district have just been advised that the rate on glassware in carload lots to Pacific Coast terminals has been reduced from $1.35 per cwt. to $1.10, the saving all going in favor of the Western buyers. Within the next few days the Interstate Commerce Commission will take up the contention of the shippers that a reduction in less than car lots should be made. It is pointed out that should the Commission return a favorable decision on this point the less-than-carload rate to Pacific Coast terminals will be reduced from $3.10 to $1.60 per cwt. The new carload rate becomes operative October 18 and is supplementary to "Schedule C." Manufacturers have been contending for a reduction in Pacific Coast terminal rates for a long time, and it is believed that the ruling will have considerable weight in stimulating glass buying at once.

Harry Koll, glass buyer for A. Hamburger & Co., Los Angeles, reached this market a few days ago on his twenty-eighth yearly visit. A few weeks before starting East Mr. Koll underwent an operation for appendicitis, but is now, as he says, "feeling as fine as a father."

Quite a change took place in the city sales department of the United States Glass Co. this week when City Sales Manager Henry Nickel announced that Miss Emma Sharon, formerly stenographer in the city office, had been placed in charge of the large sample rooms. She has been succeeded as stenographer by Miss Helen Herzog. Michael Bryce is first assistant to Mr. Nickel and Ralph Haley second.

Specifications for 5,000 gross watch crystals per month were floating about the local glass district during the past week, with no takers.

A few matters left over from the Atlantic City glassworkers' wage conference received final disposition at a special meeting held in the Glass Association rooms here a few days ago. The Libbey Glass Co. was represented by T. Donovan and C. Nolan; McKee Glass Co. by Maurice Smith; Westmoreland Glass Specialty Co. by Daniel Jenkins; United States Glass Co. by A. S. Bryce, Reuben Haley and J. L. Challinor; H. C. Fry Glass Co. by C. Williams and Mr. Ambrose; Duncan & Miller Glass Co. by A. P. Duncan. Thomas W. Rowe, president, and W. P. Clark, secretary of the glassworkers' union, attended the conference.

An active demand is noted among some buyers for gold-decorated nappies and dishes. The coin gold treatment on rich lead glass shapes is an attractive proposition.

An inquiry was received in the local district a few days ago from a buyer in Venezuela for glass pendants for chandeliers.

Decorated tableware is starting to have a better movement, and within a month decorators hold that this trade will be about up to normal. Some jobbers have been ordering rather liberally for October shipment.

Many glass manufacturers are working on molds for new lines which they expect to place on the market in January, while others will add new pieces to their present lines.

Glass lamps are in very fair demand from some sections, and shipments of orders booked earlier in the season are now going forward.

The L. E. Smith Glass Co., Mt. Pleasant, Pa., has produced a series of specialties suitable for the Halloween trade—pumpkin lanterns, witch lanterns, etc., to be filled with confections.

The activity now apparent in the glass factories is is in pleasant contrast with conditions a month ago. Not all branches are busy, but there is such a decided general improvement that even if business is not up to the normal of good times it is fast reaching that point. Cool weather is expected to make things jump in a very short time.

"EARLY TO WORK AND EARLY TO QUIT."

I VISITED a Western office a few days ago, and at 3 o'clock I was astonished by the sight of clerks shutting desks and departing for the day, writes Eleanor Gilbert in the "Evening Sun."

"You must be exceedingly prosperous to be able to observe traditional banking hours," I remarked smilingly to the business man I was interviewing, "or have you so little work in summer that you don't need all your clerks all day? Less philanthropic houses generally eliminate clerks instead of working hours."

"Fact is, we haven't reduced working hours at all," he explained. "Our employees get to the office at 7:30 and leave at 3 each day during the summer. They like it better, have more of the day to themselves, and don't mind being at the office earlier. Moreover, we've found it a distinct improvement on work. You feel much fresher at 7:30 than at 9 on a summer morning; and you quit at the time the afternoon fatigue is due. So everybody gives the best energy to work and is in better physical condition because of having the nicest part of the day free."

Of course, it is not possible for every kind of business to observe hours which are unusual, and yet from many standpoints the 7:30 to 3 o'clock hours are ideal, especially for summer. Three o'clock in the afternoon is generally recognized as the time when energies fa That is the time when the body tells under the strain the day's work, and the time when mistakes and acc dents occur. This condition is anticipated by mar concerns which arrange for "rest periods" during th forenoon and at 3 in the afternoon so as to relieve th tension. In almost every class of work the late afte noon efforts never approximate the morning resul either from the stand point of quality or quantity.

Your saleswoman is droopy and indifferent at o'clock; she is alert and attentive in the forenoo Your stenographer is accurate and full of speed ar "ginger" at 9 a.m. and apt to be tired and careless t ward the last lap of a busy day. And even the bus

Continued on page 24.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for th first and fifty cents for each following insertion for each ha inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED AT ONCE—Competent and reliable man wi experience in pottery business to take full charge office and sales. Must have best of references from previo employers. Write full particulars as to experience and sala expected. Address Box 617, Clarksburg, W. Va.

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

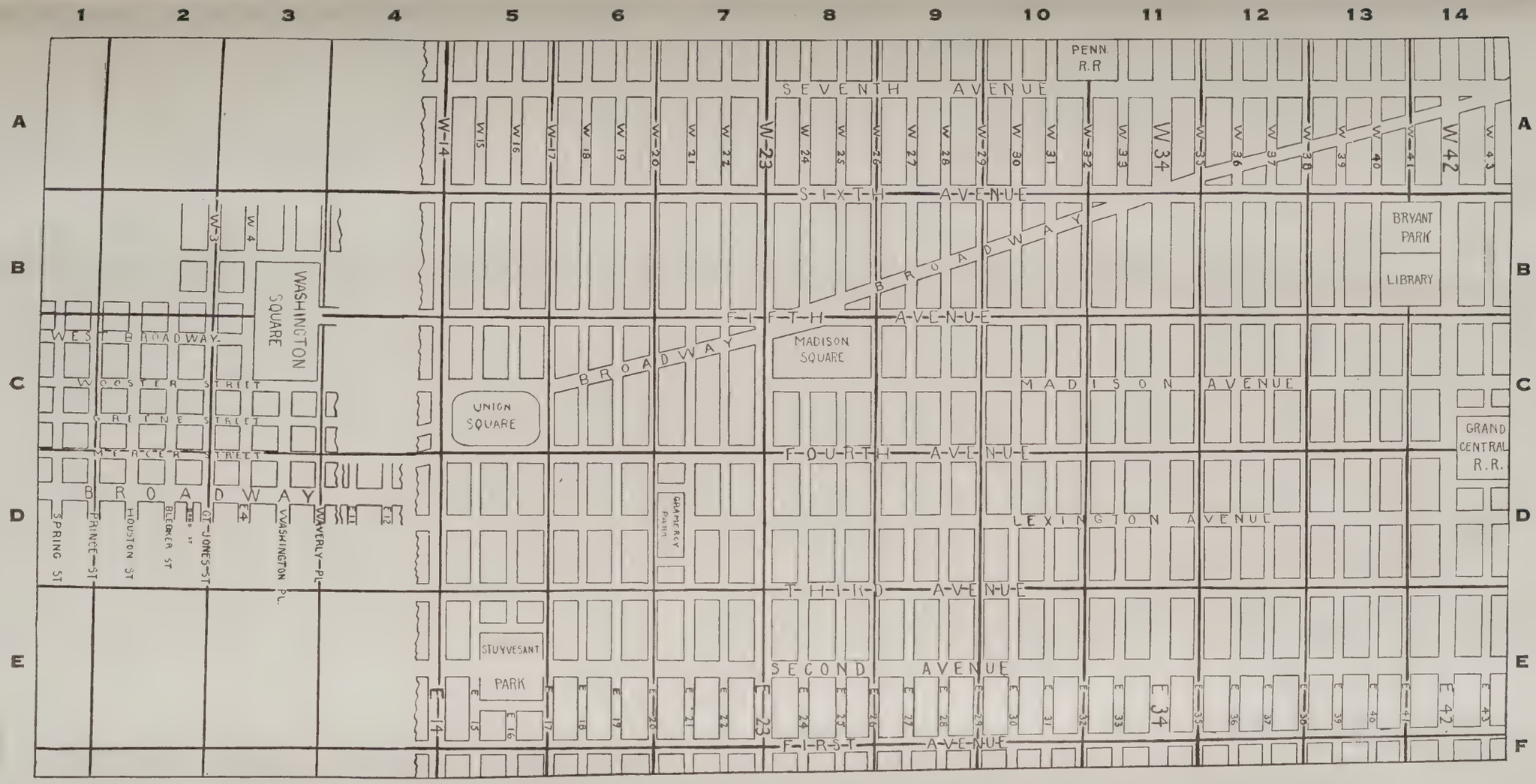
We have, however, a large and varied stock of the old-time glass—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.

Locations of Firms in the Uptown District



Abels & Co., 460 West Broadway.....C-2

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ness executive does not discuss the new proposition with his client with the same spark and spontaneity at 5 in the afternoon that he can at 10 in the morning.

The early morning hours in summer find us at our best and freshest. Arising an hour or two after the sun appears is a refreshing stimulus which ought to be encouraged. We have a rich fund of energy between 7 and 9 of a summer morn. Why expend extravagantly on breakfast and getting to the office? Work and we would be the gainers by giving the early morning hour to our day's occupation—especially if we tackle the hardest job first.

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THE principal harm of a mistake is in making it again.

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on white china

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Limoges
on decorated china

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TARENTUM GLASS CO.,

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John Maddock & Sons, England.

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Price Bros.' Teapots.

Wileman & Co., China.

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National China Co, — Corona Cut Glass Co
George Bros. Pottery Co.

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40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass

14 BARCLAY STREET.



71-73 MURRAY ST.

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71-73 MURRAY STREET.

Wm. R. Noe & Sons,

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OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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EDWARD BOOTE,

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Uptown Directory—Continued.

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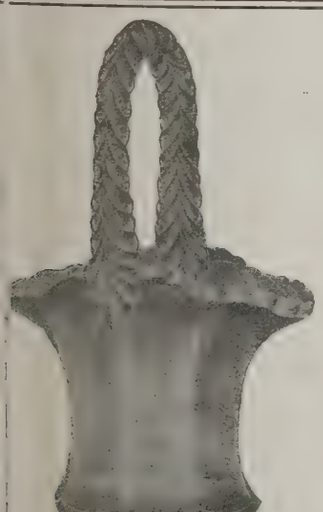
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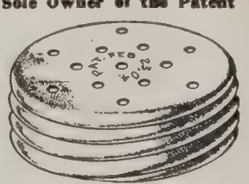
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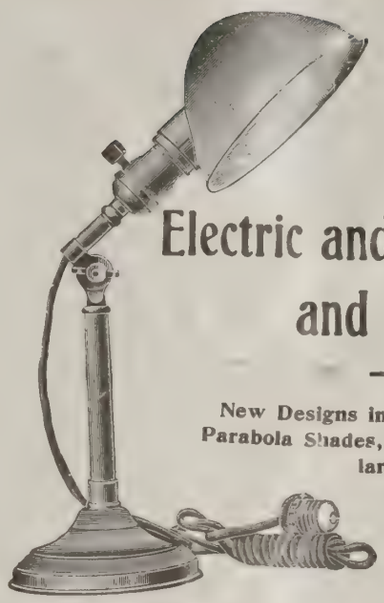
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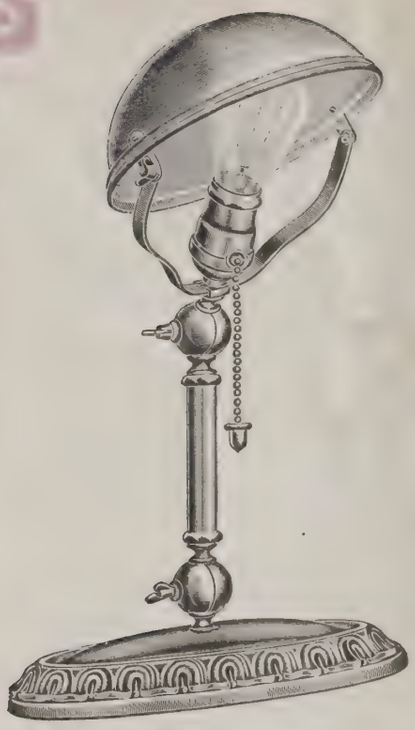
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In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

Vol. 82. No. 14

Sept. 30, 1915

Schwarzburg China.

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AWARDED GOLD MEDAL
at the San Francisco Exposition.

Trade Mark SCHWARZBURG

EIGHTEEN OPEN STOCK PATTERNS of this make alone are now complete in our warerooms.

We can fill orders for this desirable brand without delay.

TRY IT! IT IS A TRADE-WINNER AND A PROFIT-MAKER.

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SCHIERHOLZ ART CHINA

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NOTICE !

WE hereby notify Manufacturers and Users that Patents Nos. 52763, 52764 and 52765, under date of Sept. 27th, 1915, were granted to Homer J. Taylor for the exclusive use of the Blue Bird Pattern on American Dinner Ware, and are controlled by us.

We warn everyone that to make this design in any form or place it on sale unless by our consent will be considered a violation of our patent rights, and we will prosecute to the fullest extent of the law.

THE KNOWLES, TAYLOR & KNOWLES CO.
THE FRENCH CHINA COMPANY.

New York Office:
E. W. HAMMOND CO.,
23 West 23d St.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

L. BERNARDAUD & CO.

Limoges

Fine French China

1915 Samples

NOW ON DISPLAY

Eighteen Patterns in Stock for Immediate Shipment

L. BERNARDAUD & CO.
46 MURRAY ST. - - - NEW YORK

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

We have, however, a large and varied stock of the old-time GLASS—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.



o. 2330. Jardiniere and Pedestal.

. new line of "Bronze" and "Sylan" Ware. Made in Jardinieres, edestals, Vases, etc.

Mr. Buyer:

Our representatives are showing more new

REAL SELLERS and REAL PROFIT-MAKERS

than ever before. If you want something big for a special sale, if you want good value, satisfactory merchandise, try the

BRUSH-McCOY "LINES THAT SELL."

See our representatives or jobbers—for most good jobbers carry our complete lines. Don't forget we make the

"DANDY-LINE" YELLOW WARE.

See page 405, September "Good Housekeeping," for endorsement from this high authority on kitchen needs. Your trade will demand "Dandy-Line."

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO.,

Trade Mark W.G. &Cº of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

TOBY.

MOST ATTRACTIVE NOVELTY OF THE SEASON.



PATENT APPLIED FOR.

Beautifully designed; well executed. Satin finish, imitation brilliant eyes. Put up one in a box and packed six dozen in a shipping carton. No straw or excelsior. Package opens nice and clean.

THE LANCASTER GLASS COMPANY,

LANCASTER, OHIO.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

IMPORTED

OIL PAINTINGS

ON

TILES, PANELS and CANVAS
also WATER COLOURS

All Hand-Painted.

OIL PAINTINGS on TILES are a novelty, with beautiful high light effects, each one done by an Artist.

A FULL SAMPLE LINE just arrived and on display at our show rooms.

FONDEVILLE & VAN IDERSTINE

85 Fifth Avenue (Corner 16th Street) New York City.

H. E. Rainaud Co.,

MANUFACTURERS OF

GAS AND ELECTRIC PORTABLES.

MANY new artistic designs in hand-chased metal castings and over-lay open-work metal shades with finest quality art glass.

T. W. HAMILTON,

MANAGER,

139 Fifth Avenue, New York City.



No. 816. ELECTRIC PORTABLE.

Three lights. Also made for gas. Patina Brass or Vienna Bronze Finish.

ONE OF THE BIG HITS OF THE NEW FALL LINE.

ESTABLISHED 1818.

Take up a piece of Libbey Engraved or Cut Glass.

Point to the trademark and say to your customer:

"That mark endows this piece with a silent voice which says to your guests—

LIBBEY

"THE WORLD'S BEST."

"It is not only a guarantee to you of the finest quality;

"It is also a voucher for your discrimination and good taste."

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT 30, 1915.

THE CONDITION OF BUSINESS.

New York

Business improved decidedly with the advent of cooler weather. While there were not very many far-away buyers in the market, the nearby trade were very much in evidence, mail orders were numerous, and the men on the road sent in very acceptable demands, both for import and from stock. The orders were not as large as the importers would like, but the number was very gratifying.

The buying this week shows an eagerness for wares of all kinds that has not been seen in months, although some timid souls still seem afraid to buy a dollar's worth more than they need for immediate requirements.

Excellent reports come in from the representatives of domestic potters, who are getting more business with every week.

The pressed glass men are doing a better trade, although it is not yet what it ought to be.

Blown glass is active again, particularly the higher grades, and a very good business has been done in the past week.

The demand for cut glass, especially drinking glasses, revived considerably, and there have been some excellent calls for rich table furnishings.

Housefurnishing goods have moved well.

Lamps still go slowly.

The call for toys is good, with a short supply.

The shortage of china is so evident that it scarcely needs remark, and the scarcity includes everything except perhaps Japanese. While it is reported that the factories in Europe are producing all the goods necessary, the fact remains that shipments are slow. Very few of the importers are getting as many goods as they need, particularly those who handle the German product. The dealer who has a good stock on hand is fortunate. It will increase in value as the season advances. Already buyers are bidding against each other for certain lines, and will be glad to take anything they can get a little later on.

The domestic potters are in a very advantageous position. They are able to produce anything and everything that is needed, and it is very evident that there is a big business in sight for them in the near future.

In the glass field the shortage of imported bar goods and hotel supplies is becoming acute, and buyers are turning more and more to domestic wares.

War conditions are such that at this writing no one can prognosticate how many goods will come through. Importers are hopeful, but the atmosphere is decidedly cloudy, and unless more definite action is taken soon importations will drag along slowly. It is well to look the situation in the face, take things as they are, and prepare accordingly. A day or a week may make a big difference, but just now the outlook is that fewer rather than more goods will come over. Not only is the English embargo a potent factor, but shipping facilities are very poor, and wise buyers will anti-

cipate the future. It will be well to place orders for spring import as early and in as large quantities as possible; otherwise when spring comes they may have no goods to sell.

East Liverpool and Vicinity

A decided improvement in business has been noted here during the past week. Buying has shown more life, and the entire general line seems to have taken a spurt. Dinnerware, of course, is in good request, while the demand for specialties shows some activity.

Pittsburgh and Vicinity

A better feeling among glass manufacturers was noted during the week. General lines are moving with more freedom, and the demand for cut glass is also increasing. While the factories could take care of more business, operations are, as a rule, on very good schedules. Blown tumblers are in fair demand, and blanks for cutters are having a steady sale.

ILLUMINATING ENGINEERS' CONVENTION.

THE ninth annual convention of the Illuminating Engineering Society was held at New Willard Hotel, Washington, D. C., September 20 to 23 inclusive. One of the most interesting reports was that of the Committee on Progress. This society is considered as still young among scientific bodies, and the title "Illuminating Engineer" is but a recent one, despite the importance of this art and its wide range, embracing practically all human activities. The illuminating engineer concerns himself not only with the lighting of buildings and thoroughfares, but also with everything that has to do with lights and lighting and their effects. The study of the eye and the conservation of eyesight, the production of artificial light similar to daylight for correct color matching, etc., the treatment of disease with light, the psychological effect of various lights in the display of merchandise, in its action upon the emotions, or in emphasizing architectural or decorative features, all come within the scope of this profession.

The report of the Committee on Progress showed the great strides that are being made in this new field. Not the least interesting among the new devices mentioned were the light bombs and other new contrivances for lighting the field of battle at night. The novel lighting used for the first time at the Pan-American Exposition was also discussed, and papers were read on the scientific lighting of public and government buildings, city streets, steamships, light sources and means for testing them, etc.

"Illumination and One Year's Accidents," by R. E. Simpson, consisted of a study of accidents to employees due to improper lighting, and methods for their prevention. Many accidents the causes of which are ordinarily overlooked can be traced to poor illumination.

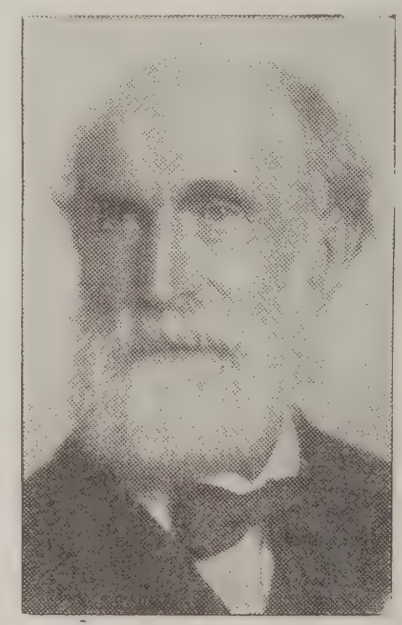
"Ultra-violet Radiation and the Eye," by W. E. Burge, covered an investigation into the effect of the invisible violet rays upon living tissue and the eyes.

"Yellow Light," by M. Luckiesh, treated of the effects of a predominance of that color, such as glare, penetration, æsthetic value, etc.

As usual, the entertainment features were not neglected, the ladies present participating. Besides the always enjoyable banquet there were automobile sightseeing trips to the many interesting places in Washingington, and a reception by the President at the White House to the members of the society and their guests.

OBITUARY.

GEORGE SEBRING, SR., aged eighty-one, one of the original "yellow ware" salesmen of East Liverpool, and father of the well-known Sebring brothers, died at his home at Sebring, O., last week. He at one time, with his brother-in-law, conducted a general store in East Liverpool. He sold ware for about five years, and then gave up this occupation to become a potter.



Courtesy of "Sebring Times."

GEORGE SEBRING, SR.

He followed the trade for seventeen years, and then started in business in a small way himself. Later his sons took up the reins, and he engaged in the grocery business in East Liverpool. He was the father of ten children, seven of whom are living—George E., Ollie H., Frank A., Evas H., and Fred, all at the head of different pottery corporations in Sebring, O.; Mrs. Eva Norris, of Pittsburgh, and Mrs. Emma Albright, of Sebring. He is also survived by thirty-two grandchildren and seventeen great-grandchildren. To everyone in Sebring he was known as "Uncle George," Father of the Village.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

A VERY attractive line of semi-indirect bowls, acorns and shower shades to match in black and white designs has made its appearance at the salesroom of the Phoenix Glass Co., and is being greatly admired by all who see it. The treatments are all very dainty and not overdone.

To say that T. W. Hamilton, representative for the H. E. Rainaud Co., has made a hit with the factory's new fall line is putting it mildly. Never in their career have they turned out anything better than this



BY THE H. E. RAINAUD CO.

assortment of designs, which are decidedly different from what one is accustomed to see. Their exclusiveness, together with the modest prices for the quality and workmanship, have given them a place in hundreds of lamp departments, where they are earning big profits. A visit to Mr. Hamilton's showroom or a glance through one of the concern's new catalogues, which he will be pleased to mail upon application, will serve to convince the buyer of the line's sales possibilities.

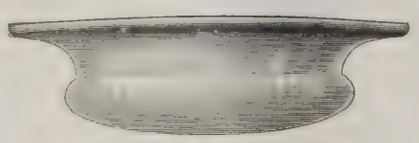
O. O. Friedlaender has one of the best displays of alabaster he has ever shown. There is an array of semi-indirect bowls in deep and shallow shapes, many of which are along new lines, and in designs that range from the plainest to the most elaborate hand-chiseled patterns. There has also been added a very choice showing of lamps in a variety of styles and sizes.

The "Pearl Slate," "Pearl Rose" and "Pearl Emerald" lines of lighting glassware recently introduced by the Imperial Glass Co., Bellaire, O., are now being shown in complete assortments by Cox & Lafferty. The colors and the general character of the glass are quite different from what are usually seen, and under illumination are remarkably effective.

Marshall Field & Co. and Mandel Bros., Chicago, imported lamp shades which were returned for duty at 60 per cent ad valorem as embroidered articles. They were claimed properly dutiable at 30 per cent as manufactures of cotton, or at 45 per cent as silk manufactures. Neither of the claims was regarded as applicable, and the Collector's ruling was affirmed.

Now that the long winter evenings are coming on, when naturally a great deal of reading and work is done by artificial light, the sale of the Van Gleckland Portable Gas Lamp will be considerably stimulated by another strong argument in its favor, for it is well known that acetylene furnishes the nearest approach to sunlight that has been discovered; hence its great value as a reading lamp. It has been shown by scientists that plants grow and thrive under the rays of acetylene gas as well as they do by sunlight. The Van Gleckland Lamp was introduced to the trade only after years of study in perfecting it, with the result that the

manufacturers have turned out an article of almost unlimited sales possibilities. The lamp is absolutely safe. It makes gas only when in use, and stops immediately when the light is turned out. It is also economical to use. Being artistic in design, it will make an appropriate holiday gift, adding to the sales in the lamp department during the holiday season and all the year round. The Van Gleckland Co., whose advertisement appears on another page of this issue, will gladly furnish further information.



BY GILLINDER & SONS, INC.

This season finds the Pittsburgh Lamp, Brass and Glass Co. with one of the most attractive displays of their career, and at prices that are difficult to duplicate. Their new imitation draped silk shades are so well executed that one has almost to actually feel them before being convinced that they are not real silk. Another line that is taking well is the mahogany-finished vases fitted with silk shades. And they have never shown a more choice variety in gold, brushed brass and verde finishes.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

V G Tice, hf, Allentown (Pa.) Housefurnishing Co, Breslin.

J Postley, hf, Baltimore (Md.) Bargain House. 354 Fourth ave.

F Kohn, hf, c, Palais Royal, Washington, D C. 43 West 23d.

A A Breton, hf, t, Shartenberg & Robinson, New Haven, Conn. 75 Spring.

R S Kaufman, g, Wilkes-Barre, Pa. Collingwood.

J J Harrington, hf, Harris & Mowry Co, Woonsocket, R I. 75 Spring.

F E Adams, t, A Acruman Merc Co, St Louis. Broztell.

M E Whipple, hf, Eaton & Whipple, Fitchburg, Mass. Albert.

C G Snyder. hf, Allentown Housefurnishing, Co, Allentown, Pa. Breslin

W M Oddie, hf, G H Bowman Co, Cleveland. Imperial.

J Kohnfelder, hf, Kaufmann & Baer Co, Pittsburgh. 95 Msdison ave.

T A Keller, hf, Denholm & McKay Co, Worcester, Mass. 2 Walker.

F R Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 2 Walker.

G Lewis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

S G Judd, g, Stamford, Conn. St Denis.

Paul L Beck, c, g, Baltimore Bargain House. 354 Fourth ave.

C M Rowlands, c, g, Hoover, Rowlands Co, Mansfield, O. Imperial.

A Bryson, hf, A Bryson & Co, Ware, Mass. Murray Hill.

J A Thompson, t, T C Watkins Ltd, Hamilton, Ont. 23 East 26th st.

H L Boughton, c, g, Woodward & Lothrop, Washington 334 Fourth ave.

Leon C Moses, g, t, Kaufman & Baer Co, Pittsburgh, Pa. 95 Madison ave.

A C Hoagland, c, R C Reynolds, Troy, N Y. Grand.

Ralph Krauss, g, hf, L Dimond & Sons, Providence, R I. Prince George.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 28, 1915.

BORDEAUX

2	packages chinaware	Haviland & Co
4	" "	Snow's Express Co
50	" "	Theodore Haviland & Co

ROTTERDAM

2,752	packages toys	Geo Borgfeldt & Co
19	" "	B Shackman & Co

LIVERPOOL

4	packages earthenware	Meakin & Ridgway
5	" "	New York Produce Exchange Bank
8	" "	Lewis & Conger
3	" "	A Murphy & Co
1	" "	J R Palmenberg's Sons
60	" "	Maddock & Miller
8	" "	G F Bassett & Co
2	" "	D F Young & Co
26	" "	W S Pitcairn
13	" "	E Boote
4	" chinaware	T S Todd & Co
1	" "	W H Plummer & Co
11	" "	Meakin & Ridgway
3	" glassware	Davis Collamore & Co
75	" toys	Mechano Co

LONDON

5	packages toys	Geo Borgfeldt & Co
7	" chinaware	He Chong Yum & Co
266	"	Soy Kee & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

10	packages earthenware	Jones, McDuffee & Stratton Co
16	" "	Mitchell, Woodbury Co
10	" "	Sutherland Int Dispatch Co
5	" "	New York Produce Exchange Bank
4	" "	F W Woolworth & Co
2	" "	R H Stearns
31	" "	Miscellaneous Orders

ROTTERDAM

105	packages earthenware	Geo Borgfeldt & Co
3	" "	J Koopman
3	" "	C Silverman

GENOA

56	packages earthenware	R F Downing & Co
21	" "	Tommaso Pellegrini

THE METROPOLITAN MARKET

The new "Bluebird" and "Bird of Paradise" decorated line from factory D of the United States Glass Co. is proving one the most popular novelties of the season. The designers have employed two styles of treatment, one being transparent, so that, no matter how viewed, from the inside or out, the effect is the same. The opaque decoration will be preferred by some on account of its greater depth of coloring; but both are excellent and should be seen by the dealer looking for a real live line in decorated glassware. It is made in a fine selection of items, one of the most attractive pieces being a rolled-edge bowl.

Vogt & Dose have twenty-one open stock dinnerware patterns, with stock behind them—a fact which should be borne in mind by buyers who are conservative in placing import orders. Every one of these patterns is good. They also carry the largest variety of white china of any house in the trade. The quality of their ware is well known among amateurs as well as dealers, and they can make prompt deliveries—an important factor just now.

The holiday season brings with it a heavy demand for brass smokers' articles, match safes, stationery goods, cuspidors, and a long list of items in metal goods, and the buyer who is not prepared with a full stock for customers' selection usually loses business. One of the most comprehensive displays in this line is that of the Manhattan Brass Co. Nearly everything ever thought of in brass goods in the newest ideas of design is shown in great variety, and the long-established reputation of this company for quality and workmanship assures the dealer of satisfaction, both in goods and prices.

James J. Temple, representing L. Bernardaud & Co., last week received a large quantity of new samples of French china. The majority are floral border patterns, a very pretty one having a festoon border of pink roses with a white edge. An Old Rouen pattern is exceedingly attractive, as is also a new laurel border. Still another shows moderate-sized roses in clusters joined by leaves. There is a new checker pattern, both in green and in carmalite; a very pretty Louis XV. design; a chain pattern; one in Dresden effect, and a variety of patterns in black and white. Some new white and gold designs show great taste and excellent workmanship.

Fondeville & Van Iderstine are showing a line of imported oil and water color paintings on porcelain and wood panels and canvas, all done by hand. Some of them are reproductions of world-renowned antiques and others are modern. They are finely executed, both in technique and color, and are real works of art. Oil paintings on tiles are a novelty. They show beautiful high light effects. This is particularly the case in an interior with the sunlight coming in through a latticed window upon a group of figures. The landscapes are also excellent, and there are a number of Rembrandt copies in which all the peculiarities of the master are reproduced with an exactness that is startling. The line is large and full of interest, and the prices are very reasonable.

"Eddie" Hammond says the best is none too good for the Knowles, Taylor & Knowles Co.'s line, and he now has a force of workmen busy making improvements in his showroom that will admit of a much more advantageous display of the concern's comprehensive assortment of dinnerware. An entire new set of handsome fixtures, especially designed for showing the goods, is being installed.

The Horace C. Gray Co. announce that they will take on the line of the Potomac Glass Co., Cumberland, Md., after October 1.

An assemblage of new designs in table glassware from the Honesdale Decorating Co. on Dorflinger blanks is one of the attractions at the salesroom of C. Dorflinger & Sons. The high class decorations of this concern are well known, and these latest designs are sure to add to its enviable reputation. Among those of special artistic merit are the "Tuxedo" and "Bel-

mont," two distinctive creations that employ a black and white treatment in combination with gold incrustations. And for a more moderate-priced design nothing more artistic could be wished for than the "Claridge," a gold-incrusted pattern shown on stemware, jugs, sugars and creams, vases, grape-fruit sets, etc.

New finishes and novelties galore are shown in the Bradley & Hubbard Mfg. Co.'s line of art metal goods. The designs are absolutely distinctive and merit all the praise that can be given them. Some especially pretty desk sets are being displayed, as well as book consoles, smokers' sets in a big assortment of styles, and any number of specialties.

The Brush-McCoy Pottery Co. have all they can do to keep up with the tremendous demand for their goods. The "Dandy Line" of kitchen ware is increasing in popularity every day, and more items are constantly being added, giving the housekeeper an opportunity to procure an unusually complete set of useful items, It is proving a very profitable line with hundreds of stores.

The recent addition of two new styles to the "Ivory" line of glassware made by the H. Northwood Co. has created still further interest in this ware, which has been one of the best sellers ever produced by the company. The same embossed grape and floral patterns are used, but instead of the ivory coloring a rich old rose and a blue are employed, the raised design in white making an exceedingly pretty contrast. The ware is shown in a variety of useful pieces, such as bowls, cigar receptacles, cracker jars, vases, etc.—just the items that move rapidly for the holiday trade. The whole assortment is on display at the local salesroom, in charge of C. J. Dela Croix.

SUCCESSFUL WOMAN SELLING AGENT.

MASTERING of every detail of the business has been the aim of Mrs. Elizabeth Querreau, head of the Querreau-Shrader Selling Agency, of Denver, Col., and the Denver territory representative of the United States Glass Co. From 8 o'clock in the morning until 7 o'clock in the evening the subject of this sketch can be found "on the job," Sundays only excepted.

Some years ago, when the United States Glass Co. established a resident office in Denver, Frank J. Querreau was selected from a number who at that time sought the connection. He did well. Business with him prospered, and other lines—some import—were add to his list. A little over a year ago Mr. Querreau became ill, underwent an operation for appendicitis, and his death followed.

Possessed of the "get there" Western spirit, his wife started to learn the business. She was already an expert accountant and bookkeeper, and this helped some. She went into the office with the determination of mastering the business, and her first procedure was to tag and mark every sample to be found. Her husband had surrounded himself with a capable corps of salesmen, and these stuck faithfully to Mrs. Querreau. They are her aids to-day. Believing that it would be worth her while to get in closer personal touch with



MRS. ELIZABETH QUERREAU.

those with whom she was doing business every day, she took a few days off, and, accompanied by her sister, started for Pittsburgh to visit the officials and factories of the "States."

"I want to know how it's all made, finished and packed," she said to President Bryce, and she was taken through the factories, from the mixing departments to the packing shops.

A dinner in her honor was arranged by Mr. Bryce, and although she spent but two days in Pittsburgh she declared her first vacation in over a year was one really worth while.

"There's no question about her success, and we're proud to have her numbered among our sales force, for, so far as we can learn, she is the only one of her sex in the selling end of the glass business," says Mr. Bryce.

Jottings Here and There

BY A QUIET OBSERVER.

THE crusade against misleading advertising by retail stores is having its effect. To the credit of the crockery dealers, they have not come under the ban. There is no class of goods where the false marking of prices could be done so easily as crockery and glass, as even experts have difficulty in determining values. In several recent "special sales," the writer, being conversant with wholesale prices, compared the retail figures with them, and in many instances the goods were marked at less than regular wholesale rates. How it is possible to do this and make a profit remains a secret between the buyer and seller. There have been cases in the past when goods offered as "marked down" were really priced at the regular percentage of profit. They were good values, but it was not quite the square thing to convey the impression that they were worth more.

Not so very long ago we suggested that a store window containing a decorator at work on pottery would be a drawing card. Two concerns have amplified the idea and are sending operatives from place to place showing the manufacture of pottery from start to finish. The exhibits attract large crowds and are proving great advertisements.

Among other pranks the windstorm played last Sunday night in the downtown crockery district was to tear down Robt. Slimmon & Co.'s big sign and send it smashing into a large plate glass window in the store under Slimmon's wareroom. It was only a month ago that the sign was examined and its fastenings made more secure.

How the salespeople stand the heat and vitiated air of some basements of department stores passes comprehension. During the heated term in the early part of September the effluvia of human beings combined with the odors of leather, perfumery, and a hundred other commodities rendered the atmosphere almost unbearable. And in winter conditions are not much better.

There are times when a second salesman may have to be called in to help wait on a customer. Often it is the "boss," because of certain conditions. But as a rule if another man "butts in" the result is apt to be disastrous, and is always disconcerting. Many a time when a buyer is uncertain about making a purchase the advent of a third party is all that is needed to queer the transaction.

It looks as though the "frost" at the "Cosmopolitan Gardens" on Twenty-third street had become a freeze.

Two instances of recent occurrence:

An applicant for a position was turned down because he had been in half a dozen places in a less number of years. The reasons why he had left or been discharged were not considered. The fact that he had not held a job any length of time was sufficient to debar him.

An applicant for a position was turned down because he had been too long in one place. That he had been faithful, had his salary increased at various times, and had left for good and sufficient reasons, did not avail. The supposition that having been in one place so long must have made him "set" in his ways and not amenable to the rules of the other house debarred him.

It is estimated that the increase of $300 in the State retail liquor license fee which becomes effective to-morrow, October 1, will force 600 saloons out of business in Manhattan and Brooklyn. Moving pictures and other attractions are keeping men more and more out of the saloons, and the proprietors' reduced incomes will not stand the advance. Six hundred saloons use a lot of glassware in a year, and their discontinuance will be felt by the supply houses.

A Presbyterian minister in Plainfield, N. J., has hit upon a plan which, if successful, will open a new market for toys and at the same time increase his audience. He finds that many mothers do not go to church because they cannot leave their young children and will not take them because of their restlessness. He proposes to furnish playthings to keep the youngsters busy.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 30, 1915.

THE crockery importers, among others, have been inconvenienced by a strike of dock laborers, who have demanded higher wages on the plea that they should share some of the war profits. How about sharing the losses of those who are not selling war supplies? It is rather a one-sided affair, like most of the demands of the workers. Wage-earners get sixty-six per cent of every dollar, with no liabilities, only thirty-four per cent going to the employer, out of which he has to pay all overhead charges before he can even get legal interest on his investment. It often happens that the latter is about all he does get. And yet there is a cry for a share of the profits! Ask them to share the losses and they would howl.

POOR PROSPECTS FOR GERMAN GOODS.

A GOODLY number of packages have come from Rotterdam in the past two weeks. All were released before the State Department at Washington and the British authorities came to an agreement, and were procured by private arrangements which cost the importers a considerable sum of money. Up to this writing the promises made at Washington that goods bought before March 1 would be allowed to come forward have not been fulfilled. And should the releases begin now it will be almost impossible to get the goods here in time for the fall business, owing to the difficulty in shipping.

The importers are now worrying about what will happen next year. There are no promises for any goods except those bought before March 1, and unless some provision is made German importers will not get any goods except those mentioned. And even those, under the new ruling, must be shipped from European ports before November 1. The outlook for 1916 does not look rosy for them. They are still soliciting business, however, and taking orders subject to delay.

PERSONAL.

WOMEN buyers are so numerous these days that their presence in the market no longer excites comment. Among the brightest is Miss C. Schwan, of Norfolk, Va., now placing orders. She knows the names and numbers of more open stock dinnerware patterns than does the average male buyer, and is as shrewd a purchaser as the best of them.

James J. Temple leaves for the road on Sunday night with new samples from L. Bernardaud & Co.

Percy Straus, Jr., son of Percy Straus, head of R. H. Macy & Co., was rushed from Albuqerque on Sept. 22 to Denver to have an operation performed for an abscess on his neck. A special train of three cars covered 528 miles in less than twelve hours, and the promptitude of surgical aid is considered to have saved his life. Young Straus was en route to Denver on a pleasure trip with his father when taken ill. He stood the operation well and was about again in a few days.

Y. Murai, of Morimura Bros., is back in New York after an absence of eight months in Japan.

H. E. Warrcke, who has been abroad in the interest of Henry Creange, came home last week. He has gained weight and was in a happy frame of mind over the successful accomplishment of his mission.

J. W. Gillingham has been elected vice-president of the United Buyers' Service, an association of five, ten and twenty-five cent stores this city.

A. C. Hoagland, buyer for the R. C. Reynolds Co., Troy, N. Y., was a welcome visitor among the local wholesalers the first of the week.

Albert Rehberger, of the Saul Mfg. Co., spent last week calling on the trade in Philadelphia and several other points in Pennsylvania and New Jersey, and says he found a very optimistic feeling wherever he went.

M. H. Sloane, of the Potomac Glass Co., Cumberland, Md., was in New York last Thursday and Fri-

ay, after paying a visit to the concern's Boston office, to onfer with Horace C. Gray, who will handle the line i the metropolitan district in the future. After leavng here Mr. Sloane visited his representative in Philaelphia before returning home.

⚜

W. W. Wright, of Lexington, Va., who was buying i town last week, does a good business with tourists. exington is not only a college town and the centre of large farming district, but also has historic associaons, being the burial place of General Jackson and obert E. Lee. Besides, it is only fourteen miles from ie Natural Bridge, which brings many sightseers.

⚜

W. H. Smith, of the decorating department of the . S. Glass Co., has been making a visit to New York.

⚜

W. B. Kerr, president of the Iroquois China Co., yracuse, N. Y., spent several days here this week onferring with his representative, A. H. Hays.

⚜

L. H. Bown, of the Buffalo Pottery, arrived in wn on Tuesday to spend a few days talking matters ver with A. E. Ledden, the concern's representative ere.

⚜

T. J. Flinn, formerly buyer for Senior's, on 125th reet, was in the District this week after a six months' lness. He is quite fit again and ready to get back into isiness.

⚜

Arthur J. Bennett, president of the Cambridge O.) Glass Co., who is a victim of hay fever, went to orthern New Hampshire for relief, and found it at icksville Notch. He has written to D. King Irwin, s New York representative, that he will see him at his fice the latter part of the week.

⚜

H. Benedikt spent Wednesday and Thursday of is week calling on the trade in Philadelphia.

⚜

Mr. Underwood, formerly buyer with the Marshall eld Co., Chicago, has resigned to accept a position th the New York branch of the Takito, Ogawa Co., here he will act as sales manager.

⚜

Harry Cushwa, commercial manager of factories O and N of the United States Glass Co., was a visir at the New York salesroom the latter part of last eek.

⚜

W. F. Ellisson is back from a trip for Geo. F. Bassett Co. which took him to the Pacific slope. He visited the cities west of Chicago, saw both expositions in lifornia, and comes home smiling and happy, satisd with the business he did and enthusiastic over the future. He says the country over which he traveled is rich and the people are spending money freely, particularly in Montana. The only trouble is to get merchandise. "If you have what people want they will buy it," he says. "Price is no object out there." He will leave early next week for the Middle West, beginning at Pittsburgh.

⚜

J. D. Dobbs, Southern representative of Geo. F. Bassett & Co., is making a special trip to New York this week to meet visiting trade. He believes that in a short time there will be a big revival of business in the West, and when it comes it will come with a rush.

⚜

Kenneth P. Lockitt, of the sales staff of C. Dorflinger & Sons, left on Wednesday for a visit to the factory at White Mills, Pa.

⚜

Lee Kohns, of L. Straus & Sons, came home last week from an extended tour which took him to the Pacific slope. Going by way of Chicago and St. Paul to Vancouver, thence down the coast to San Francisco and San Diego, he visited the Yosemite Valley and the Grand Canyon, and came home by way of Salt Lake City and Denver. It was his first visit west of the Mississippi River, and proved a revelation. The scenery, climate and wealth of flora impressed him greatly. He visited the trade to some extent, but as his stay in each place was short little time was devoted to business. He found, however, that trade was best in Salt Lake City, Omaha and Denver.

⚜

Col. Frank Reid, son of W. J. Reid, erstwhile crockery dealer in Toronto, Canada, was calling on the trade in the District this week. Col. Reid is in the regular army and has charge of the equipment bureau in Canada.

FOR A CHAIN OF HOTELS IN CHILE.

ONE of the principal objects of the trip of Eduardo Carrasco, trade commissioner of the Chilean Government, who is at present touring the United States, is to interest American capitalists in the establishment of a chain of hotels in Chile to improve living conditions for traveling men visiting that country. Mr. Carrasco has been at New Orleans, Los Angeles and San Diego, and is now at San Francisco, where he expects to spend about a month. He will then go to Portland and Seattle and return to the East by way of Salt Lake City, Denver, Kansas City, St. Louis and Chicago. Mr. Carrasco has been invited to make his headquarters at the branch offices of the Bureau of Foreign and Domestic Commerce when he is in the cities where they are located. He is admirably equipped to give information concerning Chile, and it is hoped that American business men may avail themselves of the opportunity thus presented.

WARNING AGAINST INFRINGEMENT.

THE Knowles, Taylor & Knowles Co., East Liverpool, and The French China Co., Sebring, O., in an advertisement on another page of this issue give warning to manufacturers and users that patents Nos. 52763, 52764 and 52765, covering these concerns' well-known "Bluebird" pattern, were secured by Homer J. Taylor, acting for these manufacturers, on September 27, giving them the exclusive use and control of the pattern on American dinnerware, and anyone using the design in any form for this purpose or placing it on sale without consent of the patentees will do so in violation of their rights and will be prosecuted to the fullest extent of the law.

WILL MAKE IT AN ANNUAL AFFAIR.

THE employees of the Pairpoint Corporation, with their sweethearts and wives, the whole numbering nearly 500, had their first annual outing last Saturday at Perry's Grove, near New Bedford, Mass. Silver cups and pieces of cut glass were offered as prizes for the winners at baseball, the tug of war, running races, fat men's, three-legged and potato races (in the latter the ladies participated). A fine clambake was served, and the Corporation furnished each lady with a box of candy and the men with cigars. It was such a delightful affair that it was voted to have an outing every year from now on.

AT PITTSBURGH

IT is said that the Buffalo Pottery will have its new vitreous china hotel and dinner lines represented in this territory by a resident agent.

* *

Howard Jenkins, the well-known glass salesman of Kokomo, Ind., was at the Ft. Pitt hotel last week conferring with several large buyers.

* *

E. D. Wetton was registered at the Ft. Pitt with the Dorflinger lines for a few days and left for Cincinnati.

* *

Charles Ellis, who was at the Colonial with the lines of the George H. Bowman Co., has left for his regular territory.

* *

Mr. Laughlin, formerly in charge of the china and glass department at McCreery's, is now with the Reizenstein store on Liberty avenue.

* *

W. B. Borland, some years ago assistant to William Stout when the latter was buyer and manager of the china and glass department for Joseph Horne & Co., and more recently with the jewlery firm of Hardy & Hays, is now in charge of the china and glass department of the local McCreery store, succeeding Mr. Fitzimmons.

* *

Thomas H. Butcher, with the lines of the Central Glass Works, was at the Ft. Pitt.

* *

Mr. Ebling, of Ebling & Reuss, Philadelphia, was showing his lines at the Colonial-Annex.

* *

W. G. Edmond visited this district during the past week with the lines of the Fostoria (O.) Glass Novelty Co. This is a new plant, as already noted in these columns, and the local exhibit was the first to be made.

RECENT PATENTS.

[Prepared for the CROCKERY AND GLASS JOURNAL by R. E. Burnham, patent attorney, 872 Bond Building, Washington, D. C., from whom copies of any patents mentioned below may be obtained for 20 cents each].

1,153,353. Batch for semi-opaque, semi-translucent glass. Henry Stiefel, Pittsburgh, assignor of one-half to Alexander M. Neeper, same place.

1,152,653. Glass-cutting machine. Arnold L. Milentz, St. Louis, Mo.

1,152,828. Glass-furnace. William N. Mathews, Wellsburg, W. Va.

1,152,969. Apparatus for making glass articles. Clarence E. Quimby, Geneva, N. Y., assignor to Kryptok Co., New York, N. Y.

Design 47,769. Canopy for gas and electric fixtures. John F. Andrews, St. Charles, Ill. Term of patent 3½ years.

Design 47,790. Ice-dish. Joshua Hughes, West Somerville, Mass. Term of patent 7 years.

Design 47,795. Flask. John O, Ludwig, Cincinnati, assignor to The Schuster Co, Cleveland. Term of patent 14 years.

Designs 47,798, 47,799, and 47,800. Tumblers Hugo Pick, Chicago. Terms of patents 14 years.

Design 47,846. Dish. John P. Eustis, Newton Mass. Term of patent 7 years.

Design 47,866. Combined salt and pepper shaker Stephen Stanton, Middletown, Conn. Term of patent 14 years.

ADVERTISING NOT AN ADDED COST.

THE more merchandise a manufacturer makes, the lower the proportionate share of each article in the rent, insurance and general overhead expenses. Therefore, the more articles a manufacturer sells, the lower each individual article becomes in cost to him and the lower his price to his dealer.

Advertising—no one will deny it to-day—is a means of selling more goods. It increases output. It reduces proportionate overhead. It lowers manufacturing cost. It makes goods cheaper. The more sales increase, the more costs decrease—the lower the price of goods.

Advertising, therefore, is not an added cost to merchandise, but a means of reducing cost by increasing volume. Don't forget that!

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Arrangements have been completed by the Cartwright Bros. to place a new plain-edge dinner service on the market, and shipments will be ossible early in November. This shape will be made om a new body and glaze, and will be shown in a ore or more of decorations, quite a number of which ive been secured exclusively. A special feature will the gold treatments, their new burnished-gold fects being very clever. Borders will predominate. his firm is also showing for the first time four sizes in ite ware kitchen bowls, 24s to 42s, decorated with ree yellow lines and a yellow band with black hair es, and three green lines and a green band with black ir lines. This line was created to take the place of e yellow kitchen bowls. Harry A. Keffer, formerly the Warner-Keffer Pottery Co., of this city, but who s been selling tile of late, is now in charge of the les department of this firm.

* *

The Colonial Pottery Co. is converting its semi-rcelain hotel line into a thoroughly vitreous one. he concern has recently closed a large contract on ese goods, and the first shipments will go forward ring the coming week. In hotel ware this will be e only vitreous body made in this district. It can be d either plain or decorated.

* *

One more branch of pottery workers will become liated with the National Brotherhood of Operative tters. The "decal" girls, or those employed in this nch of the decorating shops, are to form a union. the 600 "decal" girls employed in this district, over 0 are now connected with an independent union.

*

Popular-priced dinnerware patterns of the Smith-llips China Co. are in heavy request. This concern placed over twenty new patterns on the market hin the past six weeks, nearly all of them border cts. The black and white treatment on the "Prin-s" shape is in good demand.

* *

Mr. Ritz, representing C. E. Wheelock & Co., Peoria, Ill., was in the market a few days ago ordering for immediate delivery.

* *

W. G. Jackson, Western salesman for the Taylor, Smith & Taylor Pottery Co., is at the home office. William C. Lynch with a party of friends has been motoring to the Catawba Islands.

* *

Details of the plan of the Steubenville Pottery Co. to take over the former plant of the American China Co. at Toronto, O., have not been completed, and definite information is still withheld.

* *

Five potteries in this locality entered bids for furnishing ware to the New York State Hospitals, comprising about twenty institutions to which shipments are made. The contract was awarded to the Colonial Co., of this city, which had the business during the past year.

* *

A local pottery recently advertised for a "thin handle maker." Among the replies received was one from a party who said he weighed 120 pounds and was over six feet in height.

* *

Quite a lot of the shipment of china clay which recently arrived at Portland, Me., is expected to reach this district shortly. Since the European war started the receipt of English clay has been very irregular.

* *

It does not seem likely that any more pottery construction will begin this year. While a kiln or so may be added here and there, architects and builders alike declared this week that there was not one new plant in sight.

*

The Knowles, Taylor & Knowles Pottery Co. continue to have a arge call for their "Bluebird" decorated dinnerware. This seems to have been one of the most popular creations of the season.

* *

The Hall China Co. are sending out a new catalogue of their vitrified cooking ware in colors. Among other things it shows steam table pots, coffee urn liners

holding up to twelve gallons, and ice cream packing jars up to ten gallons.

* *

H. P. Knoblock has returned from a Northern Ohio trip in the interest of the Potters' Co-Operative Co.

* *

New England territory, which has been a liberal buyer of Rockingham and yellow ware throughout the season, is now calling for bowls and teapots liberally.

BUSINESS BRIEFS.

Wm. Junor, Toronto, Canada, has removed to 332 Yonge street. The new store is larger, much handsomer, and more convenient than his old one.

Edward J. Koch, 6 East Lake street, Chicago, has re-established himself as manufacturers' agent for the sale of cut glass, and will latter add other lines.

Strasburger, Inc., dealers in lamp shades and novelties, formerly located at Fifth avenue and Fifty-eighth street, have leased the store and basement at 734 Fifth avenue, corner Fifty-seventh street.

The amount of decorated china in bond Sept. 1 was only $21,735; undecorated, $6,510. There has been a steady decrease for many months, and the condition is not likely of alteration, as most of the goods coming in are already sold.

According to a report issued by the Department of Commerce this week anent the number of members of the different trades in Germany who have been serving under the colors, there were enlisted for service April 30, 1915, 6,364 glassworkers, or 35.1 per cent of the 18,155 workers enumerated in this trade. Of the 10,082 potters enumerated there were 39.8 per cent, or 4,013, in the ranks. The porcelain workers had 5,001, or 38.3 per cent of the total of 13,071 workers in this branch of the industry.

THE MEANEST GOLFER.

AN "Old Subscriber" in Short Hills, N. J.—a player on the deep-pitted Baltusrol golf links, probably —sends a letter to the New York "Sun" asking this important question: "Is there a meaner golfer than one who throws burned matches on a putting green?" And the editor thus replies:

Frankly, we do not feel qualified to answer. We had supposed that the consensus most condemned the slasher of divots from fairways who fails to replace them, leaving cuppy lies for the unoffending follower whose ball comes to rest in one of those horrid quarries. Yet some kind of a shot can be brought off even out of a bad lie; but a putt missed because of deviation caused by a used match is worse than no stroke at all, the player's feelings being considered. Opinions differ. A noted golfer is reported as saying that a player who takes three-quarters of a minute in adjusting his stance when other players wait "would put his thumb in your Scotch highball." Harsh judgment, surely, upon overmuch deliberation in the stance and address.

This, it seems to us, is a matter of temperament concerning which it is ill to be hotly carping. It has been told than the Hon. John Joseph Fitzgerald once said to the Hon. James A. O'Gorman, playing upon links conveniently located for those who labor in the Federal Capitol: "Senator, you address your ball as if you were addressing the Senate."

We fancy the words were playfully spoken. Judgment lacking in calmness has been passed upon those players who tarry on putting greens to mark their score cards while those waiting to approach the green front apoplexy or stark madness.

The comparative meanness of golfing offences is a point too profoundly affecting the integrity of our social structure to be determined offhand.

A JOLLY QUARTET.

THERE foregathered in Pittsburgh recently four good fellows who signalized the occasion by having the accompanying photograph taken. On the left is William J. Owen, who represents the Imperial Glass Co., Bel



laire, O., and the Potters' Co-Operative Co., Ea Liverpool, in the Pittsburgh district. The "soldier" H. C. Longstreth, with the French China Co., Sebrin O. Percy Pownall, with the Fostoria Glass Co. Moundsville, W. Va., is at the right. Sitting is M McCaughey, with the Tritt China Co., Niles, O.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The report is going the rounds that several Pittsburgh and Wheeling men are interested in a proposition to erect a large glass plant at Yorkville, O., across the Ohio river from Wheeling. A site or the plant is said to have been optioned; but it is impossible to get at the bottom of the report. The glass manufacturers in the Wheeling district say they have heard of the plan, but assert they know no details.

Lighting glass manufacturers here have been advised of the formation of the J. G. Strauss Light Co. at East Liverpool, O., which will take over the Risinger Arc Light Co. The new company has a capital stock of $5,000.

Popular-priced acid etched and plain blown tumblers have been selling well of late, and the factories making these lines are actively shipping at present.

Among the buyers in the district was Mr. Ritz, for W. E. Wheelock & Co., Peoria, Ill.

Charles Lang, in charge of the glass department of Kinney & Levan, Cleveland, has returned home after spending a few days here.

Prof. Alex. Silverman, the well-known glass chemist and a member of the faculty of the University of Pittsburgh, has returned from New York, where he attended the annual exposition of applied chemistry. Mr. Silverman has created a number of new glasses, some of which are among the most popular lines on the American market to-day.

Owing to the labor troubles in this district the new William Penn Hotel will not open before February. In the meantime the delivery of the glass and china for this house is being held up.

All the salesmen for the United States Glass Co., with the exception of W. I. Campbell, who has left for the Southwest, are spending a fortnight at the home office. Dave Prosser, Walter Jones, Walter Leasure and Samuel Frasier are arranging for their late fall trips. Irwin Steimer has been added to the sales force and will show the lines of factories A, D and F in the Northwest under the direction of Mr. Leasure.

Two new blown lines and two deep plate etched lines are being arranged by the Central Glass Works, Wheeling, W. Va. These patterns will be quite different from any of the previous creations of this concern.

Exporters of American glass have just been advised of another increase in ocean freight rates. Space on all outbound vessels is also hard to secure. England has been a heavy buyer of American glassware of all kinds during the past season, a considerable portion going from this district.

Candy trays and tablet jars for the confectionery trade are in active demand just now. Confectioners' supply and wholesale drug houses are very large buyers.

Square vases, bowls and comports have been added to the new "Rubenia" cut line of the United States Glass Co. This is a popular-priced line, and is already having a heavy sale. Samples have been forwarded to all resident agencies.

The contract for the lighting fixtures to be installed in the new Masonic Temple at Charleston, W. Va., having been secured by the Charleston Electric Supply Co., lighting glass samples are now being submitted by the manufacturers. A similar contract for the new Elks' Temple at Findlay, O., will be given out Nov. 1, and another for the Elks' Temple at New Castle, Pa., October 20. Louis Groglode is now receiving bids for the lighting glsssware for the new Elks' Temple at East Liverpool.

One of the largest single orders for light cut glass ever received here was reported confirmed this week when an Ohio coffee house sent in its specifications. Either a tumbler, creamer or sugar is placed in a pound package of coffee of a special brand. The order is said to be good for about ten carloads.

BOSTON BUSINESS NOTES.

TRADE conditions continue of the best in crockery, glass and kitchen furnishings. So far the toy trade among the jobbers is picking up more gradually, but still it is gaining. A rush of orders is looked for within a week or so, now that the imports are coming in.

F. R. Sturtevant, kitchen furnishings buyer for Forbes & Wallace, Springfield, is home from New York City.

James Leary, Houghton & Dutton's china and glass buyer, is back from his New York trip.

Alfred Woodward, well known in the trade, died Monday. Mr. Woodward was fifty years old and a native of Lowell. When a young man he entered the employ of the French-Puffer Co. in Lowell and learned the crockery and glass business there. Then he was with the Abram French Co. for a number of years. For some time he was with the Wells-Burrage Co. and for several years past he had been with the Jones, McDuffee & Stratton Co., where he was employed as a salesman. He leaves a wife and daughter.

M. P. Alkon, of the firm bearing his name, stopped off here on his return from a trip to New York City.

William Swift, of Swift & Turner Co., Augusta, Me., brought an encouraging report of his firm's business when he was here buying the other day.

Frank Bicknell, buyer for Tilden & Thurber, Providence, paid a visit to Boston this week.

George Brigham Livermore, formerly well known in the trade, died suddenly at his home in Brighton this week. Mr. Livermore first entered the employ of F. O. Dewey & Co., crockery and glass dealers, at 28 Canal street, gradually advancing to the position of head bookkeeper. He retired because of ill health. He was a vice-president and trustee of the Brighton Savings Bank, served in the Legislature, and was a prominent Mason.

"Al" Phillips, Bacon's buyer, has returned from a short trip to New York.

Alfred B. Evans, representing Meakin & Ridgway, New York City, is at Young's Hotel.

E. E. Wilgus, of the Buffalo Pottery, is here for a two week's stop.

The New Connecticut College for Women, which is just opening for its first year's work, is to have a special department in ceramics.

His many friends in the trade extend their sympathy to Jacob Mitchell, of the Mitchell, Woodbury Co., on account of the death of his wife. It came on

Continued on page 24.

Jones, McDuffee & Stratton (

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS

Offer the following STOCK PATTERNS of Decorated Ware, w being carried in abundant lines, both open and in original packa can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER, W. T. Copeland &
The MONTEREY, Ridg
The Flow Blue MEISSEN, Onion pattern,
The Old Blue WILLOW,
The ORLOFF,
The MELBA,
The BRIDAL WREATH, Hotel,
The GENEVA, Hotel,
The DUSSELDORF,
The Green Illuminated FLORENTINE, Johnson
The REGENT, "
The SANTOS. White and Gold, "
The HEVELLA, "
The BARODA, "
The CASPIAN "
The PONTRACINA "
The VALENCIA LACE, Hotel, "
The LAREDO, "
The GLENCOE. "
The OAKWORTH, "
The TRIESTE, "
The WINDERMERE, Alfred Meakin
The HANSA,
The SENATE, "
The BLEU DE ROI, "
The IVANHOE, "
The MARENGO W. H. Grindley C
The PERSIAN, "
The ALGERIA, "
The SANTANGEL, "
The MINDEN, "
The CAIRO, "
The EMPIRE, Upper Hanley Potte C
The Old BLUE CANTON China, Hong
The Old BLUE FITZHUGH China,
The Green and Gold MEDALLION Canton China,
The FONTENAY, L. Bernardaud C
The LAFAYETTE, Villeroy & Boch, Dre
The LACE BORDER and ROSETTE, Royal Worcester Porcela C
The Green FESTOON " "
The VIGORNIA China, White & Gold Encrusted, "
The MALVERN, MULBERRY and DOVE, "
The ALEXANDRA, Booths
The MARQUIS
The BELGRADE China, Doulton C
The ALCAZAR Wm. Adams C
The ST. LAZARE SPRAY, Haviland & Co. (in
The OPORTO, "
The DONHOFF, " "
The SPRINGTIME " "
The MONTEBELLO, " "
The SONDERBURG, " "
The MAYENNE, " "
The PRINCESS, " "
The AMSTEL. " "
The ST. GEORGE, Gold Encrusted " "
The COUNTESS, " "
The AUTUMN LEAF, " "
The LISBON, " "
The MONACO, " "
The VALMONT, " "
The CASTIGLIONE Porcelaines G D A (in
The MALABOR, Hotel, " "
The BALUSTERE, Hotel, " "
The CALVADOS, Encrusted Gold, " "
The NAVARRE, Bleu de Feu, Encrusted Gold, J. Huy
The LORRAINE, White and Gold Encrusted, " "
The ATHENA " "
The NARBONNE, Green Band and Gold Lace, " "
The FULDA, Austrian (in
The MUNICH,
The GRENADA.
The LONATO,
The BARONIAL, White and Gold, Bavarian (in
The METTENBURG, " "
The GOLCONDA, Encrusted Gold, " "
The CASSEL, " "
The LOUVRE, Theodore Haviland &
The HANOI. "
The BLUE CHINESE, J Wedgwood (Son
The SOFIA China, "
The BRINDISI, Ginori Italian (in
The Royal Dresden BLUE ONION Porcelain, Crossed Swords and
The MEISSEN CHINA (Dresden) Blue Onion.
The ODESSA, White and Gold Encrusted. John Aynsley (Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, an Staffordshire, German, Japanese and French China Novelties; also t best things from the Greenwood Pottery Co., Lenox, Onondaga (in W. S. George Pottery Co., Knowles, Taylor & Knowles, and oth

Our facilities for readily matching STOCK PATTERNS will b appreciated when we state the fact that we have upwards of ,00 BINS occupied in our main store and our storehouse in South Eston

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

the eve of her birthday anniversary. She would have been seventy the next day. Mr. and Mrs. Mitchell were married in Groton forty-five years ago Thanksgiving Day.

The Dutch steamer Poeldjik arrived here the other day from Rotterdam with 600 cases of toys, much crockery and kitchen woodenware, and 248 packages of electric lamps, all of German manufacture.

Harry Cushwa, commercial manager of Factories G, O and N of the United States Glass Co., paid a visit to the New England salesrooms this week, and left later for Baltimore and Philadelphia.

E. Swasey, Portland, Me., dropped in on his friends here Monday.

Samuel Averill, lamp buyer for the Jordan-Marsh Co., has returned from a business trip to New York City.

N. W. T. Knott goes to Maine next week for a ten days' visit to the retail trade. Mr. Knott has recently supplied 7,000 Cora reflectors to the Boston public schools.

Loring H. Cushing Hingham, a retired manufacturer of toys, died Monday of apoplexy, aged seventy-five.

Theodore Jones, of the Jones, McDuffee & Stratton Co., is in New York on business this week. The exhibit of a miniature pottery from the Onondaga Co.'s plant at the firm's store is drawing many visitors.

One of the callers on the trade this week was H. S. Root, of Newport, Vt., who reported business excellent in his vicinity.

The Houghton & Dutton Co. has opened a second branch store. This one is in the Manhattan Building on Massachusetts avenue. Last spring the Roxbury branch was opened, and it has been such a success that it was decided to put one in Cambridge.

E. F. Henry, Rhode Island representative of H P. & H. F. Hunt Co., paid a visit to the company's headquarters here this week.

A visitor always welcome to Boston, not only fo his generous orders, but for his goodfellowship, is A B. Smith, president of the L. J. Sherwood Co., Cari bou, Me., who was around on Tuesday.

John H. Leighton, a grandson of Thomas Leigh ton, one of the first glassblowers to come to Americ from England, and whose father, Thomas H. Leighton worked for many years at the New England Glas Works, East Cambridge, has died here, aged sixty eight.

The Boston office of the Cunard Steamship Co announces, to the great satisfaction of local shippers an importers, that it will inaugurate a Boston-Londo direct service, beginning with the sailing from Bosto on October 20 of the British freighter Headley. Th only Boston-London service now is that of the Leylar Line. There will be Cunard sailings east and we every three weeks, beginning with freight and lookir toward passenger service. The date of the establis ment of the latter is not definitely set, doubtless becau it depends upon the progress of the war.

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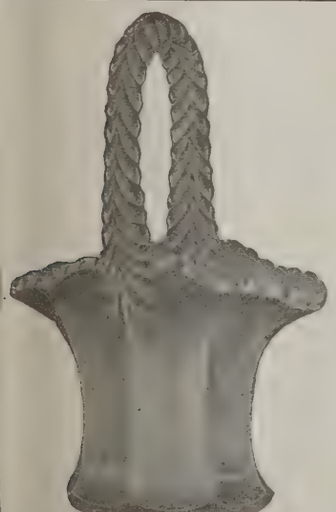
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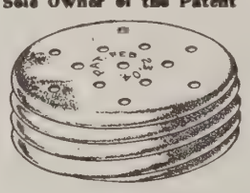
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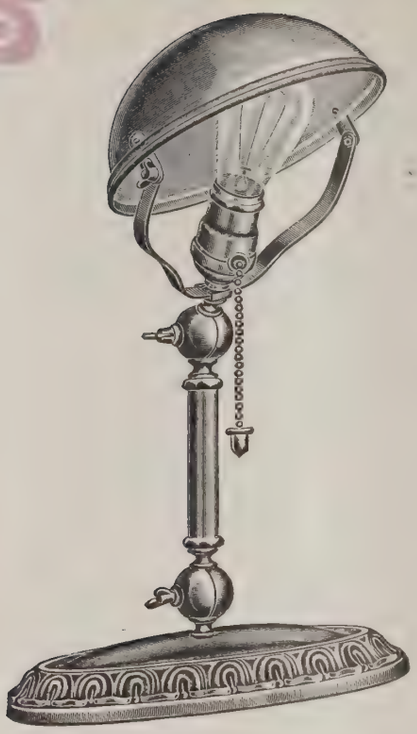
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Vol. 82. No. 15

Oct. 7, 1915

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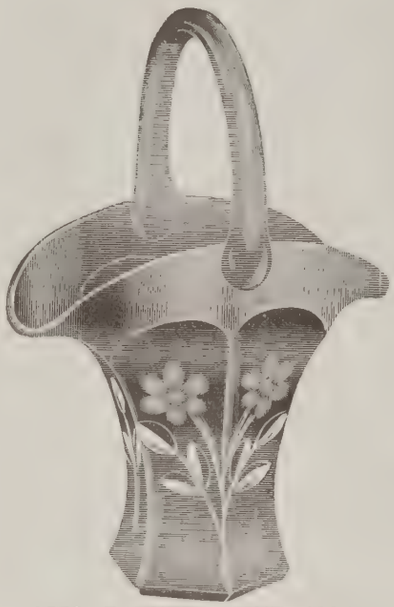
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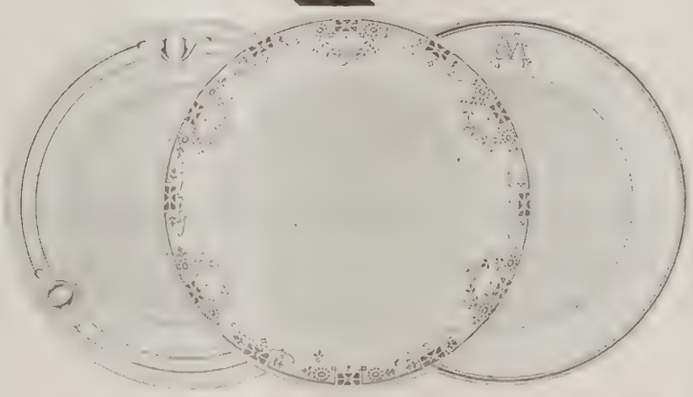
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BEAVER FALLS, PENNA.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

New designs in light cuttings on Water Sets, Berry Sets, Comports and small pieces. Lead blown hand work.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

A. L. McMULLIN,
136 Federal St., Boston, Mass.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

We have, however, a large and varied stock of the old-time GLASS—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.

OUR NEW MOSS GREEN.

Here's the line that will increase your

OLIDAY SALES



05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02. Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

'HIS new line of Matt Green has fine texture, good color and has appearance of a high-priced article, but can be retailed a price within the reach of the masses. Made in *Jardinieres, to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, etc.* Send for handsome colored illustrations—just out. Better t, let us send you sample line—$10, $20 or $40.

'he Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO.,

Trade Mark W.G. &Co

of Limoges, France,

Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.

Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

BUFFALO, N. Y.

ROYAL ART GLASS COMPANY,

243 CANAL STREET, NEW YORK.



Portable. No. 861. Decorated in colors.

THE holidays are approaching and the lamp season is now in full swing. We are in a position to fill all orders immediately. Why not give us a call and see for yourself the many new and attractive designs and finishes that have been added to our line?

Also showing domes and semi-indirect fixtures.



Portable. No. 863.

SHOWROOMS:

New Grand Central Palace, NEW YORK.

243 Canal St., NEW YORK.

Lyman Co., 119 East Fifth Street, CINCINNATI, O.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

H. E. Rainaud Co.,

MANUFACTURERS OF

GAS AND ELECTRIC PORTABLES.

MANY new artistic designs in hand-chased metal castings and over-lay open-work metal shades with finest quality art glass.

T. W. HAMILTON,

MANAGER,

139 Fifth Avenue, New York City.



No. 816. ELECTRIC PORTABLE.

Three lights. Also made for gas. Patina Brass or Vienna Bronze Finish.

ONE OF THE BIG HITS OF THE NEW FALL LINE.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 7, 1915.

THE CONDITION OF BUSINESS.

New York

Business during the past week maintained the improvement noted in our preceding issue, and there is quite some encouragement felt in the gradual betterment of conditions that has been apparent during the past few weeks. To be sure, there is still plenty of room for improvement, but the dealers are taking a sensible view of the situation and see in the slow and gradual steady increase a healthier and more lasting prosperity than in a boom—which as a rule is not of long duration.

Quite a number of buyers have been registered in town during the past week and china, glass, lamps and housefurnishings all seemed to have shared in the orders.

The road salesmen are now busy in their various territories and are all getting some business. The best reports, however, still come from those covering the Western States.

Although buyers show more of a disposition to look at new patterns than they have for a long time, the greater amount of business being booked is still on matchings. The tendency to show some interest in the new designs of dinnerware is only one of the hopeful signs that point to a return to a normal state of affairs.

The order files of the domestic potters show evidence of a much better demand for their goods, and it looks as though they would have plenty to keep them busy for some time to come.

The better grades of domestic blown glassware are moving well, but the manufacturers of pressed ware could take care of quite a deal more business.

The cut glass factories have more to do than for some months. While most of them are not working to capacity, by any means, they are much encouraged by the outlook.

Lamp orders have been a little more numerous and slightly larger, but they are not what they should be.

Conditions in the field of lighting glassware continue rather sluggish, and the manufacturers do not look for any big business in this line until there is a revival in building operations.

The Japanese representatives are busy, there being an active demand at present for stock goods.

East Liverpool and Vicinity

A decided improvement in the general condition of business is noted here. Some potteries are working full time, and on one instance a new record for production is recorded. Buyers visiting the district have urged the early shipment of their orders, and at the same time have placed specifications for future delivery.

Pittsburgh and Vicinity

Quite an improvement has been noted in the buying of glassware during the past week. Tableware is showing better demand. Popular-priced cut glassware is also in fair request—some

lines, indeed, being exceptionally active. Blown ware has a good call. Lighting glassware is selling well, and favorable business has been booked on portables during the past week.

OBITUARY.

UNABLE to withstand the shock resulting from a fall which fractured his hip, David Jenkins, a well-known pioneer glass manufacturer, died at his home in Los Angeles on Friday, October 1, after an illness of two weeks, at the age of eighty-three.

His active connection with the trade covered a period of more than seventy years. He was born in Wales and came to this country with his parents when he was six years old, and at the age of eleven began his apprenticeship in a glass factory, having inherited a natural taste for the business, the Jenkins family having been engaged in glass manufacturing in Wales for many years before. He was in business in and around Pittsburgh until 1888, when he and his son, D. C. Jenkins, went to Findlay, Ohio, and erected a glass plant. Selling out there in 1894, they went to the Indiana gas field seeking a location, finally establishing a factory at Greentown. They operated there until 1898, when they sold the plant to the National Glass Co. Two years later they organized a company at Kokomo, Ind. The plant was destroyed by fire a few years later, and then the present D.C. Jenkins Glass Co. was organized.

Mr. Jenkins knew the art of glassmaking thoroughly. He spent fifty years as a superintendent of facies, and it was in that capacity that he was employed up to the time of his departure for California in the spring of 1914. He never could be persuaded to give up active work in the factory until after the death of his brother, Thomas Jenkins. The two were inseparable, having worked together at their craft from their early boyhood.

Mr. Jenkins' life had been one of great activity, and during his many years in the business he had made a host of friends. His mental vigor had suffered little from the lapse of time, and, being a great reader and a keen observer, he was always an interesting companion. Besides his son, D. C. Jenkins, head of the glass company bearing his name, he leaves another son and four daughters.

The funeral was held on Wednesday, October 6, at Pittsburgh, interment being in the Southside Cemetery.

Another old-timer to pass away during the past week was F. Howard Hudson, whose death occurred last Friday at his home in West Hoboken after an illness from heart trouble which had kept him away from business for the past two months. Mr. Hudson was fifty-six years old and had been in the employ of L. Straus & Sons for fory years, being in charge of the firm's decorating shop in Hoboken and also acting as stock clerk at the New York establishment. Funeral services were held on Sunday afternoon, at which a majority of his associates in the concern attended. He leaves a widow and one son.

Albert Rothschild, a member of the firm of Frank & Co , importers of housefurnishing goods, 114 East Sixteenth street, this city, died September 29, at the age of thirty-seven, after an illness of four months, from gangrene of the foot, resulting from an injury to his toe.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

E N Smith, hf, W L Miller Co, Toledo, O. 116 West 32d.

Mr Murphy, t, and Mr Phillips, c, W & A Bacon Co, Boston. 1133 B'way.

E Toole, hf, Burke, Fitz Simons, Hone & Co, Rochester, N Y. Imperial.

R I Arnold, hf, Arnold Merchandise Co, Mt Vernon, O. Algonquin.

C D Elwell, hf, Sears, Roebuck & Co, Chicago. 438 B'way.

J E Elder, c, g, Clarksville, Tenn. Albert.

A Brosseau, c, g, t, hf, E Malley Co, New Haven, Conn. 320 Church.

E A Fernold, hf, Tremont Stores, Boston. Breslin.

D L McCarthy, hf, J Long's Sons, Scranton, Pa. 116 West 32d.

J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

W K Cotterell, hf, C K Whitner & Co, Reading, Pa. Grand.

W E Rownd, t, Stone & Thomas, Wheeling. 1270 Broadway.

M I Gardner, c, "China Hall," Bellefonte, Pa. McAlpin.

C E Cooper, hf, J B Toy & Sons Co, Ogdensburg, N Y. Imperial.

P M White, hf, Zink-Morehead Co, Buffalo. Imperial.

H L Saunders, c, g, Parkersburg, W Va. Grand.

H L Folk, hf, The Mode, Boise City, Idaho. 1270 Broadway.

W L Best, c, g, Greenville, N C. Imperial.

Miss K Lugrin, t, Jordan, Marsh Co, Boston. 31 Union sq.



ICE CREAM TRAY IN STRAUS CUT GLASS.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

AMP sales during the holiday season are usually large, as nothing makes a more acceptable gift for e home than an attractive portable. The novel and tistic designs and finishes turned out by the Royal



BY THE ROYAL ART GLASS CO.

t Glass Co. are sure to make sales records in lamp partments this season, for they are of just the sort at attract attention and sell because they are within e reach of the modest pocketbook. This concern is aking a greater variety than ever before, some of the apes being especially odd, but yet very practical. To arn more about this line of "rapid movers" dealers ould visit the showroom or write the company for rther information. It will be cheerfully furnished.

In the fall display of portable electric and gas mps shown by T. W. Hamilton from the H. E. Rain- d Co., Meriden, Conn., many distinctive styles are to seen. Vase bases are largely used, and some new nishes are featured.

Fondeville & Van Iderstine, recently appointed local lling agents for the new lighting glassware line of e Hocking Glass Co., Lancaster, O., have just received the samples and are now displaying them at their salesroom. The assortment consists of semi-indirect bowls, acorns, shower shades and gas globes. One of the most attractive bowls has its main part in a ribbed design with embossed roses forming a border. The flowers are delicately tinted in pretty contrast with the white glass.

Chas. A. Holbrook, New York manager for Edward Miller & Co., opened a new line of lamps this week, just received from the factory. There are new models in standards and overlaid shades and new acid treatments of the glass. They are moderately priced, and as attractive as anything the house has shown recently in this class of goods.

The "Plumwood" adjustable electric portables, made by the Plume & Atwood Mfg. Co., have lost none of their popularity through the various lines that have been put on the market in lamps of this style, for they are strictly in a class by themselves and have features not found in any other lamp. They are produced in exclusive designs in brushed brass, black and verde antique finishes, and the manufacturers' name is of course a guarantee of quality.



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

W. F. Rood has received from the Tarentum Glass Co., for which he is agent here, a fine assortment of new decorated candlesticks in both marble glass and plain crystal. Some of the former are in delicate tints,

while others are plain marble color with dainty floral decorations. Tasteful black and white figured designs are also shown. The whole assortment has taken exceedingly well with the trade, and Mr. Rood is daily receiving substantial orders for them.

The latest development in incandescent lighting, according to Dr. Lee De Forest, discoverer of a new use for the electric bulb, gives it an entirely different field of utility—that of producing sound, by a process that changes the light rays into sound waves. It is still more or less in an experimental stage, but the inventor hopes within the next few months to produce an instrument which will be perfect enough so that it can be turned over to musicians to work out the thousand and one details necessary to their purposes.

John Nixon now has the complete display of the season's new designs in decorated oil lamps from the Fostoria Glass Co. ready for inspection. The hand-painted decorations are mostly floral, and some beautiful colorings are shown. There are a variety of shapes and mountings from which to make selections.

AT PITTSBURGH

CHINA and glass department managers in this city announce a decided improvement in buying, and an optimistic view is held concerning early fall and holiday business. Staples are moving nicely, and dinnerware is in very good demand.

* *

H. K. Connors, who has been at the Ft. Pitt with the new lines of the Crooksville China Co., left for his New York State territory this week.

* *

George Sylvia, with the lines of the Pairpoint Corporation, opened at the Ft. Pitt on his regular fall visit to this market.

* *

M. S. Benford has been at the Hotel Anderson with his lines of cut glass.

* *

P. W. Ackerman was in the district with the lines of the Jeannette (Pa.) Shade and Novelty Co.

* *

Charles Israel presented at the Ft. Pitt the lines of the Meriden (Conn.) Cut Glass Co.

* *

Charles Weideman was at the Ft. Pitt with his lines of cut glass.

* *

H. S. Clarke was showing an attractive line of china from Graham & Zenger at the Ft. Pitt.

* *

J. H. Friedman, general representative for the Republic Stamping and Enameling Co., Canton, O., was in the district a few days ago. He was formerly manager of the china, glass and housefurnishing departments of The Fair in Cincinnati and the Bailey Co. at Cleveland.

* *

Mr. McCaughey, showing the lines of the Trit China Co., Niles, O., was at the Hotel Anderson.

* *

Hardy & Hays, jewlers, and handlers of rich china and glass, who have been located on Fifth avenue here for a score of years, have taken a long-term lease o larger quarters in the "Gazette-Times" Building, Woo and Oliver avenue.

*

W. F. Ellisson opened at the Ft. Pitt Monda with the Bassett china line, remaining until Thursday He is en route to the West.

DEATH CLAIMS PAID.

THE principal business transacted at a meeting of th Board of Management of the Pottery, Glass an Brass Salesmen's Association last Saturday was th ordering payment of three death claims—those of F Howard Hudson, an old employee of L. Straus & Sons Henry Kaus, glass manufacturer, Bohemia; and Fran Fechteler, local decalcomania manufacturer.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 11, '15	Correspond-ing period 1914	Exports Jan. 1st to Sept. 11, '15	Correspd ing pe'd 191
Boston	36	19	3484	457
New York	156	413	6782	733
Baltimore	168	37	5571	642
Philadelphia	....	94	1943	196
New Orleans	1	....	565	88
Newport News.	....	....	61	8
San Francisco.	....	....	1344	100
Portland, Me.	....	10	1006	100
Galveston.	....	33	10	58
Portland, Ore.	....	....	140	...
Inland Points.	....	4	428	42
Total.	361	610	21334	2417

From the Freight and Shipping Circular of Smith, Christm & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 11, '15	Correspond-ing period 1914	Exports Jan. 1 to Sept. 11, '15	Correspd ing pe'd 191
New York	156	413	6782	815
Boston	36	19	3484	464
Philadelphia	2	94	1933	204
Baltimore	168	37	5571	632
San Francisco	....	....	1314	104
New Orleans	1	....	565	95
Portland, Me.	....	10	1006	100
Galveston	....	33	10	58
Newport News.	....	....	61	10
Portland, Ore	....	....	140	...
Inland Points	....	....	479	25
Total	363	606	21345	2512

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The United States Glass Co.'s new "Floracut" line is having a remarkable run. Under its generic title the different floral cuttings are named respectively "Davonia," "Woodonia," "Ruonia" and "Niconia." From week to week the line is being gradually increased by the addition of new pieces, the latest being a handled basket in several sizes. Samples have been forwarded to all resident agents.

Among the buyers visiting the local district during the past ten days have been J. J. Parkhurst, for the S. H. Kress Co., New York; Mr. Rhoeling, for Pitkin & Brooks, Chicago, buying a general line and also blanks for cutting; Mr. Rosenberg, for M. Sellers & Co., Portland, Ore.; Mr. Goulet, of Goulet & Berlanger, Quebec.

Thomas R. Crock has started over Eastern territory with the new lighting glassware line of the Hocking Glass Co., Lancaster, O., and made his first stop in this market a few days ago. While many of the pieces shown are standard shapes, quite a number of new designs and decorations have been evolved. The black and white ceiling bowls are proving popular, as are the soft-colored treatments.

Decorated vases for the holiday trade have started to move in fair volume, some of the factories making these lines having booked good orders during the past week. The floral hand-painted decorations are in best demand.

Bowls, jugs, water and lemonade sets in a "Bluebird" decoration are the most recent additions to the decorated lines of the United States Glass Co. An enamel treatment which presents a bright effect on the lead glass is being used.

James H. Wilson, formerly of the office of the Tarentum Glass Co., was in the district a few days ago. His sight shows a gradual improvement.

"It looks as if this is going to be a big portable year," said Robert G. West, manager of the local office of the Pittsburgh Lamp, Brass and Glass Co., this week. "We note that the better lines are in request, although our entire line of both gas and electric portables is moving nicely."

A decided improvement in the electric bulb trade has been noted during the past fortnight, one factory having been compelled to place a number of additional shops at work. For some months there has been dullness in this branch of the industry.

E. A. Gillinder, of Gillinder & Sons, Philadelphia, was here during the past week conferring with James J. McCarty, who was in the district showing the firm's lighting lines.

Not as many new lines of tableware will be shown by the glass manufacturers next January as has been the custom in past years. Instead of complete new assortments the manufacturers will show additional pieces to the lines already established. This will result in a saving in the cost of molds and also give the lines an increased advantage over the former compositions.

Exporting of general lines of glassware from this market to Europe continues strong. England so far has been the largest buyer of American glassware, with France a close second.

Plans are being worked out by the Deidrick Glass Co., Monaca, Pa., for the erection of a new factory building to occupy about half a block. The structure will be built of iron and steel, and will be two stories in height. It will be confined exclusively to the decorating business.

One of the latest creations of the Rochester Tumbler Co. is a blown covered mustard container, in both plain and etched.

T. J. Sullivan, owner and manager of the Mound City Cut Glass Co., Moundsville, W. Va., together with P. C. Benedict, of Wheeling, W. Va., having completed the reorganization of that company with a capital stock of $60,000, will dismantle the plant at Moundsville and erect a factory building 60 by 240 at Lumberport, W. Va. A new charter is to be applied for. Equipment

for the manufacture of lighting glassware is to be installed, together with additional frames for cutting. It is the intent to employ about 100 people in the new factory.

The stemware situation is becoming a decidedly interesting one, and several factories which have heretofore confined their efforts to making other items are about ready to show stem lines. Both lime and lead glass plants will have goods ready for the trade ere long.

TO SECURE RELEASE OF GERMAN GOODS.

THE trade advisers at Washington sent out last week the following circular, giving in detail the requirements which the British demand before permits to move any goods of German or Austrian origin are granted:

You are informed that the Ambassador at London has telegraphed that the British Foreign Office has announced that goods of German or Austrian origin, shipped from neutral ports, will not be interfered with where it is proved to its satisfaction that the goods were ordered by or for the account of subjects of neutral states before the first of March, 1915, and that by the terms of the contract under which they were ordered the purchaser is obliged to take delivery of the goods on or before shipment, and is therefore bound to pay for them. Also that in case of running contracts it must be shown, before the goods will be allowed to proceed, that the contract has been determined, or will be determined, without delay. Where there is no power to determine the contract the British Government cannot undertake to pass the goods without further consideration. Also that applications should be made before November 1, 1915.

In view of this information and information received from the British Embassy at Washington, and to meet the necessary requirements, it is suggested that you submit without delay to this office, if you desire to avail yourself of its unofficial representation, the following evidence showing legal liability before March 1, 1915, in affidavit form:

(a) Name, address, business and nationality of applicant.

(b) A brief and succinct history of your case, indicating where, when and from whom the goods were purchased.

(c) Class of goods amount, number of cases comprising the shipment, value, marks, name of shipping agent at neutral port, and present location of consignment.

(d) Terms of purchase; evidence of liability for payment, change of title and conditions of delivery.

(e) Payments, if any; how made, and when.

(f) State whether shipper or consignee pays the marine freight and insurance.

(g) Indicate your willingness to guarantee cable costs with London; otherwise your case will be handled by mail.

All material information should be given in affidavit; not in letter of transmittal.

Substantiate the information contained in the affidavit by:

(a) Certified order sheets showing numbers and dates.

(b) Orginal acceptance (or commercial invoices) of orders given.

(c) Consular invoices if available.

(d) Evidence of transfer of money if remitted.

(e) A brief summary or recapitulation of the above for the purpose of facilitating the prompt disposal of your case.

All papers and documents in your case should securely attached to the affidavit and included by re erence in the statement under oath.

Your proofs, if upon examination it is found th conform to the requirements herein indicated, will uncfficially submitted by this office to the Embass Unless your case conforms to all the provisions requir and comes within the general terms of the cases whi the British Embassy indicates its willingness to recei it would not be of aid to you to submit your case to th office. The submission of incomplete cases to this offi would merely delay consideration thereof.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week endi October 5, 1915.

BORDEAUX

8	packages	chinaware	Snow's Express (
42	"	chinaware	Wm Guerin & (
16	"	toys	Wells, Fargo & (
2	"	"	R F Downing & (

GENOA

5	packages	glassware.	American Express (

HAVRE

54	packages	chinaware	Vogt & Do
69	"	"	Herman C Kupp
15	"	"	Haviland & Abbot (
13	"	"	Gimbel Br
7	"	"	J W Nestles & (
16	"	"	L Bernardaud & (
12	"	"	Justin Thara
11	"	"	L E Boh
7	"	"	J H Ven
9	"	"	G W Sheldon & (
118	"	"	Haviland & (
84	"	"	Theodore Haviland & (
2	"	chinaware	G W Sheldon & (
28	"	toys	F W Woolworth & (

LIVERPOOL

11	packages	earthenware	Butler Br
1	"	"	F L Kraemer & (
8	"	"	G Collamore & (
1	"	"	G F Bassett & (
7	"	"	Davis, Collamore & (
14	"	"	Downing's Foreign Expre
1	"	chinaware	Rowland & Marsell
14	"	toys	Sutherland Int Dispat
1	"	"	Snow's Express (
90	"	glassware	Tice & Lyn

ROTTERDAM

123	packages	earthenware	Strobel & Wilken (
626	"	chinaware	L Straus & So
710	"	"	Snow's U S Sample Express (
32	"	"	Graham & Zeng
46	"	"	Karl Hutt
4	"	glassware	A & H Vei
63	"	"	A Steinhardt & B
98	"	"	Strobel & Wilken (
46	"	toys	Geo Borgfeldt & (
18	"	"	R H Macy & (
23	"	"	A J Hanger & (
227	"	"	G W Travers & (
47	"	"	L Wolf & (
53	"	"	F W Woolworth & (
307	"	"	A Steinhardt & B
297	"	"	Strobel & Wilken (

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

3	packages	earthenware	Jones, McDuffee & Stratton (
65	"	"	American Express (
8	"	"	E Boo
2	"	"	Rowland & Marsellus (
1	"	"	Brown Br
2	"	"	Miscellaneous Orde

THE METROPOLITAN MARKET

There is no doubt about the country-wide popularity of the "Bluebird" pattern of the Knowles, Taylor & Knowles Co. The demand is tremendous, and it promises to be one of the best holiday sellers ever brought out, for not only can it be had in dinnerware, but in any number of fancy pieces, breakfast or luncheon sets, etc. A letter from the factory to the New York agents, the E. W. Hammond Co., under date of October 2, says: "We are loaded down with business; bluebirds are flying everywhere; but we expect to take care of everything coming in." The buyer who wants to share in the profits on "Bluebird" should get his order in early.

A recent importation brought to one of the Japanese houses a well-chosen collection of black and white designs on vases, flower bowls and other items for ornamental and useful purposes. These are all carried in stock.

Of interest at the showroom of the Pairpoint Corporation are various new items in the concern's "Wistaria" pattern, which has been such a successful seller ever since it was brought out. Some pleasing styles in vases are particularly noticeable, the tasteful shapes being well suited to the dainty floral pattern. A grape juice set has a large bunch of grapes in almost natural size, entwined with leaves, in a well-executed dull-finished light cutting.

The fine array of teapots from R. Sudlow & Sons being exhibited by Robert Slimmon & Co. surpasses all previous displays made from this concern. There are black-and-white and green-and-white designs, many differently-colored band decorations, rustic effects, solid colors, and gold treatments of vnusual richness.

An innovation with Gilinder & Sons is being shown at their New York salesroom. It is a line of light crystal bowls for holding flowers and for other uses. They are made in several different shapes and in all sizes, plain and with extremely effective light cut designs. Among the styles is a very pretty bulge shape, as well as flared, straight and with rolled edge. The cuttings are applied gracefully and are exceptionaly well executed, and the finish is beyond criticism. In addition to this line the concern has also brought out a perforated flower-holder which is one of the best of its kind in the market.

Dealers should see that they are equipped with an adequate supply of brass and rubber-covered easels, plaque hangers, displays racks, etc., including doll hangers, for displaying their holiday merchandise attractively. Abels & Co., the well-known manufacturers of this city, have every conceivable variety, and have originated new devices recently that every up-to-date store should have. The firm has not increased its prices, despite the sharp advance in brass and other metals used in the manufacture. They were fortunate in having a supply on hand before prices began to soar, and as long as it lasts will not raise the prices of the goods. But it will be just as well for the dealer to get his order in as soon as possible.

The J. D. Bergen Co. are showing many pretty items in their very successful designs "Alpha" "Aster" and "Comet." New pieces are constantly being added and the lines are replete with specialties unusual in cut glass. The popular-priced patterns "Bud" and "A Bud," an all-floral and a floral-and-mitre cutting, are growing in greater favor every day.

The Duncan & Miller Glass Co. have sent their local representative, Paul Joseph, additional samples to their assortment of items particularly adapted for the use of glass cutters. Plain blanks in excellent shapes are shown in comb-and-brush, celery, pin and spoon trays. Then there is a very gracefully shaped vase, in three sizes. This has flutes half way up, then a plain space finished with a scalloped top. It admits of very effective cutting, and is destined to prove one of the company's best sellers in this line. The showing of pieces with the design partially completed, leaving spaces to be filled in by the cutters, has also been augmented by several new items.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 7, 1915.

IMPORT AND STOCK.

BUYERS are tending more and more to buy from stock; and many reasons exist for it. The difficulty of getting goods from abroad during the past year has been one factor. Another is that ordering in the spring for fall deliveries ties up capital, particularly in the case of those who are charged with their purchases as soon as their orders are confirmed. It is plain that a buyer with a capital $50,000 has a handicap of $20,000 if his import purchases are charged up against him in February, although he may not get his goods until September. His working capital becomes only $30,000; but he is supposed to make a turnover on $50,000. Again, buyers say that they are frequently offered newer and better goods in the early fall than those they purchase in the early spring.

This has naturally brought a problem to the importers. They quote an import price and a stock price, but when the buyer needs stock goods he wants the import rates. Originally the difference was twenty-five per cent. This has been reduced in many cases until it has reached a point where the importer actually loses money on his stock goods, as the cost of repacking is greater than the difference in prices.

This difficulty, however, is easy of adjustment. Make prices on the stock basis, and if imports are desired give a discount. Everybody likes a discount. Nobody likes to have a percentage added. It sounds better to say to a prospective buyer, "The price is one dollar, but if you import it is ninety cents," than "The price is ninety cents, but if you take it from stock it wi cost a dollar."

THE POTASH SITUATION.

WE have it on the word of one of the largest brokers in chemicals in this city that Germany itself is prohibiting the exportation of potash and will continu to prohibit it so long as cotton remains contraband On the same day this information was given us a lette was received by a merchant here from a friend in Ger many who is in no way connected with the glass trad stating the same thing.

Little domestic potash has been produced yet, an the small quantity that has been marketed has bee taken for fertilizing purposes.

So far all the substitutes are disappointing. Wher the attempt has been made to produce blanks for cut ting without potash the results have proved uncertain One batch may be good, and the next off color, or s hard that it costs too much to cut.

That a substitute will ultimately be found is in dubitable, but it may take months to find it.

PERSONAL.

WHILE on his vacation in Canada, on th Vermillion River, in the virgin forest 12 miles from a railroad, H. R. Wylie, presiden of the china company which bears his name besides killing a bear, shot a bull moose whos horns measured fifty-eight and a half inches. Som hunter is Wylie.

J. H. Venon leaves on Sunday for a trip that wil take him as far as Chicago, making the larger cities e route. He will be accompanied by Leon Vallee.

The favorable progress being made by Frederic Morse, manager of the New York office of Gillinder & Sons, is extremely gratifying. He expects to be abl to take up his duties with the concern again in about month.

Preston Plumb, Southern representative of Mad dock & Miller, will strike the trail on Saturday.

S. Goerke, of the J. D. Bergen Co.'s New Yor selling force, has just received a substantial check an a certificate of membership in the "Rice Leaders of th World" as an award for efficient business ideas sug gested by him in a recent contest conducted by that or ganization.

C. E. Cardon, traveling for the lines represented i this country by J. H. Venon, returned on Sunday fro

trip through Canada and left again on Wednesday for long Western tour to the Coast which will keep him the road until Christmas.

Henry Saul, of the Saul Mfg. Co., returned on onday from a two months' Western trip; and one has ly to look at him to tell that his business came up to pectations. He is all smiles, and then some.

J. Meredith Miller, representing Maddock & Miller, me in from the road for the week-end and left again Boston on Monday, where he is displaying his samps at Young's Hotel.

Harry Seixas, of the Edward Boote selling force, me in from the road to spend the week-end at home, d left again on Sunday for Albany, whence he will rk his way West.

W. T. Wessels, of J. H. Venon's sales force, left Sunday for a trip through New England, after which will make the Middle Western territory. He is owing his line at Young's Hotel, Boston, this week.

Geo. H. Williams, who has been on a trip through w England with the lighting glassware line of Malone Nicholson, returned to the city on Monday reporting rly good business.

Herbert Ford, of the Mitchell, Woodbury Co., Bost, who had been in town placing orders for his con-n, left for home on Monday night.

E. L. Torbert, general manager of the Onondaga ttery Co., Syracuse, N. Y., visited the concern's New rk representative, A. H. Ledden, last week to con- upon special matters pertaining to local business.

Geo. R. West, of the Westmoreland Specialty Co., apeville, Pa., is in town this week, accompanied by s. West, for a few days' vacation.

Joseph Snyder spent Tuesday at Poughkeepsie on cial business for Maddock & Miller.

Arthur J. Bennett, head of the Cambridge Glass , who, as we stated last week, has been seeking re- from a severe attack of hay fever at Hicksville tch, New Hampshire, is stopping in New York this k on his way home to Cambridge, O , feeling very ch benefitted by his sojourn there.

W. W. Magee, manager of the New York office of Plume & Atwood Mfg. Co., returned last Thursday n a three weeks' rest amid the delightful surroundings of Millbrook, N. Y., greatly benefitted, and, as he expresses it, feeling as fine as a fiddle. He surely looks it; so let the golfers beware at the next game.

J. J. Hines left Tuesday night to spend the rest of the week calling on the trade in Baltimore and Washington.

Hugh Keenan, who has been calling on the cafe and restaurant trade for the hotel department of L. Straus & Sons for a number of years, has severed his connection with the firm to go into business for himself.

George B. Jones, who represents the Johnson Bros.' line in this country, arrived home last week after a trip that took him as far as the Pacific Coast. He found business good, and sees a bright outlook for the future.

E. P. Chapman is at the New Grand Hotel with the cut glass line of the Demer Bros. Co.

CUT GLASS MEN TO CONFER.

THE semi-annual meeting of the National Association of Cut Glass Manufacturers will be held Friday, October 15, at the Hotel Imperial, at 2 o'clock p m. Subjects of special interest will be discussed and acted upon, and a good attendance is expected.

FINAL GOLF GAME NEXT THURSDAY.

TWO attractions that should draw a record attendance at the tournament of the Pottery, Glass and Brass Golf Association to be held at the Scarsdale Country Club, Hartsdale, N. Y., next Thursday, October 14, are the fine course—new to all the members of the Association with the exception of Eugene H. Peck, who is a member of the Scarsdale club and the host of the day—and the fact that it will be the final game of the season and probably the last opportunity the golfers in the trade will have to get together on the links. Special prizes will be offered, including the CROCKERY AND GLASS JOURNAL Golf Trophy.

Players should take the train leaving the Grand Central Station, Harlem Division, at 8:25, arriving at Hartsdale 9:17. Later trains for "galleryites" leave at 9:35, 10:35 and 11:35, arriving at 10:26, 11:27 and 12:27. Players missing the 8:25 may take an express to White Plains at 8:50 and from there take a taxi to the club—a distance of two miles.

Those who prefer motoring up will find it a delightful ride. Go up Broadway and through Van Cortlandt Park, or Lenox avenue to 145th street, crossing the

bridge to the concourse; thence Central avenue directly to Hartsdale.

GLASS MANUFACTURERS TO MEET HERE.

THE first of the quarterly meetings decided upon by the Association of Flint and Lime Glass Manufacturers at their conference in Atlantic City last July will be held in the rooms of the New York Chamber of Commerce, according to an announcement by Marshall W. Gleason, president of the Association, on Wednesday, October 20.

EVOLUTION OF A BUYER.

IN a reminiscent mood one day lately, George Anthony, buyer for Loeser, in Brooklyn, related how he made his first sale. He was about eight years old. He was in the habit of spending his spare time at his father's crockery shop, and one day a big man came in when all the clerks were busy. Young Anthony asked if he could show him anything. A look of amusement and half disdain accompanied the man's statement that he guessed somebody older would have to attend to him. The boy bridled up and said he knew the stock as well as anybody in the store, and if the customer would state his needs he would be served. The man wanted a certain lamp burner, but could not call it by name. The boy somewhat staggered the customer by getting a No. 1 Banner burner, and, fixing a reducer on it, handing it to him, with the remark that it cost twenty cents.

Emboldened by this, the boy went to his father and told him that a lot of people passed the store without coming in, and he thought that if a stand were put up outside on the sidewalk he could sell a lot of goods. Amused, but willing to please his son, a shelf was erected outside, and that night the boy sold nearly $100 worth of crockery. After that every Saturday the outdoor sales department was put in operation. On Christmas eve it was enlarged so that it took in both sides of the sidewalk and extended out into the street. More than $500 worth of china, toys and glassware was disposed of in the day and night sales

It was now Anthony's ambition to be a buyer. His father, assisted by an older brother, did the purchasing, but George was often sent out to pick up stuff. One day a lady, a regular customer, asked for a certain washing machine. This class of merchandise was new, and his father had never carried them. George said he would get her one. He asked what she would pay, and was told that the retail price was $10. At the first opportunity that day he went hunting washing machines. He found the agent's place, but the clerk was inattentive to the boy, who by this time was about fourteen, and evaded the questions put to him about the operation of the machine. So George sought the principal and told him he had an order for one, but wanted to know about the mechanism. This was fully explained, and the price given at $6.50. He asked the agent what the figure would be for a dozen, and was quoted $6. For twenty-five the price would be $5.5 George immediately ordered twenty-five.

When the machines arrived there was consternation in the store. The father raved and the brother scolded. What fool business was that? Who authorized him to buy? etc., etc. Finally George told his father that he would take them himself, sell them, and pay twenty per cent commission for the use of the store. But the old gentleman concluded to accept the responsibility, and the entire lot was sold out in a very short time, for to insure their sale the lad brought a lot of laundry from home and held "demonstrations." And then, after a sale was made, knowing the opposition of servants to "new-fangled ideas," he went to each home and saw that the machine was properly tried out.

A rather curious incident was that the lady who ordered the first machine and was the means of introducing the others, after using it for two months said she could not pay for it and would have to send it back. George thought it was worth the money, considering what he had made out of it, and so told her to keep it.

PITCHERS BY THOUSANDS.

PROBABLY the most remarkable collection of pitchers in the country is owned by Mrs. James Hensley, of Knoxville, Tenn. She began making her collection when only five years old, and now has more than two thousand specimens, of every conceivable shape, size, color and material.

Arranged on mantels, over doors, windows, and other places about the rooms of her home are quaintly-designed pieces of gold, silver, copper, pewter, ivory, glass, china and pottery.

In the collection are a number of pitchers that are hundreds of years old. One specimen—a low, squatty affair, purplish-black in color, with a handle in the shape of a scorpion—was dug up in a mound where the Aztecs established a pottery near Mexico City in the fifteenth century.

There are dozens of pitchers with fantastic designs of yellow pumpkins, black cats, jack-o'-lanterns, and other figures suggestive of Hallowe'en, while others, collected with the idea of pleasing the children, represent various characters from Mother Goose.

Perhaps the most unique collections of all are what Mrs. Hensley calls her "pasture" and her "garden." The first is composed of about seventy-five pieces decorated with cows and calves of high and low degree, and the latter of an equal number fashioned to represent products of the soil, such as ears of corn, watermelons, heads of lettuce, and various other kinds of vegetables.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

One of the most remarkable contests for business on a particular pattern is that being waged just now on the "Bluebird" decoration, atents for which have been obtained by the Knowles, aylor & Knowles Co. In addition to those already ranted, applications are pending for fifteen additional atents. These applications cover about all the forms decoration to which the "Bluebird" decal could be dapted. It is said that several other pottery manufacrers who have been unable to obtain the "Bluebird" ecal planned to bring out the same treatment on a copr plate, in old-time print form; but this has been opped. One potter, it is reported, wanted to finance company to manufacture the decal, but it was found at the stock of "decal paper" was cornered. The nowles, Taylor & Knowles Co. now control this patrn on American pottery, and those who desire to use will have to deal with them.

* *

Among the buyers visiting this district within the ast few days were E. J. Kuhn, for W. L. Milner & ., Toledo, O; Mr. Feldman, for the Greenhut Co., ew York; J. J. Parkhurst, for S. H. Kress & Co., ew York.

* *

G. W. Halliday, Pacific Coast representative of the omer Laughlin China Co., has returned to the home fice from an early fall trip over his territory.

* *

Gold stampers employed in the decorating departents of potteries in this locality contemplate forming union and later affiliating with the National Brotherod of Operative Potters.

* *

"We are operating as fully as we can," said William Phillips, of the Smith-Phillips China Co.

* *

On account of the inability of buyers to secure imrted juvenile sets, a remarkable demand for this speclty is now being experienced by local manufacturers. least six potteries are now featuring them.

* *

Although their new line of vitreous hotel china has been on the market but a short while, orders are being received in large volume by the Colonial Pottery Co. It can be had in either plain white or decorated.

* *

Frank I. Simmers has left for the West in the interest of the Hall China Co.

* *

Mr. Geizelman, formerly manager of the McCrory store here, and later of the Murphy store at Greensburg, Pa., was here a few days ago buying his initial pottery stock for the new store he is to open under his own name at Findlay, O.

* *

Every department of the Potters' Co-Operative Co. is operating to capacity, making sixteen kilns on the last pay, the greatest two weeks' production of this concern in a decade.

* *

Seven- and eight-inch baking casseroles, done in a new silver decoration, are new specials with the Edwin M. Knowles Co. These casseroles are also to be had in a variety of decorations, and are sold either with metal liners or a plate to match the decoration.

*

The general demand for covered jugs is strong, many potteries having all the orders they can care for conveniently. In some instances the sales are so heavy that shipments cannot be made on time.

*

The plants of the D. E. McNicol Pottery Co. in this city and at Clarksburg, W. Va., are operating full time, the kiln schedules being maintained with marked regularity. Both dinnerware and specialties are having a good movement. All salesman are now out on their territories.

* *

The Homer Laughlin China Co. will present to the trade their new "Republic" fancy dinner shape within the next thirty days, when samples may be viewed, orders to be filled on or about January 1. This shape will be offered in about 100 treatments, some of them quite new and all of them exclusive. An optimistic view of business is expressed by officials of this company, whose various plants are now operating upon very favorable schedules. Many new treatments are

also to be shown on the "Empress" shape for the coming season.

* *

The French China Co., Sebring, O., is showing a "Bluebird" decoration on its dinnerware, and also on several specialties.

* *

The F. F. DeBolt Co., jobbers in pottery and glass, plan to open an office in Cleveland soon.

* *

At a meeting of the trustees of the Oak Grove Camp Ground here, Charles C. Ashbaugh, of the West End Pottery Co., was elected secretary, and N. T. Ashbaugh, of the Knowles, Taylor & Knowles organization, president. John Vodrey, of the Vodrey Pottery Co., was selected as treasurer.

* *

W. C. Browne left this week for a trip through Texas and other Southern States for the Warwick China Co., Wheeling, W. Va., and Mr. Buhl for the Middle States route. This plant is operating to capacity in every department.

* *

Hal E. Houston, salesman for the Saxon China Co., Sebring, O., and a resident of this city, was slightly injured in a wreck on the Baltimore and Ohio railroad near Belleville, W. Va., last week, but was able to resume his road work last Monday, opening in Pittsburgh.

Mount Clemens, Mich.

General Manager C. E. Doll, of the Mt. Clemens Pottery Co., says: "We have been working to full capacity for quite a while, but are receiving such an unusual demand for our goods that we have decided to immediately erect two additional kilns. In fact, the work on these has started. We have no salesmen on the road, and judging from the little effort required to secure the business we are handling it would certainly look as though conditions in general throughout the country must be rapidly coming back to what they were two years ago, as far as the pottery business is concerned, at least."

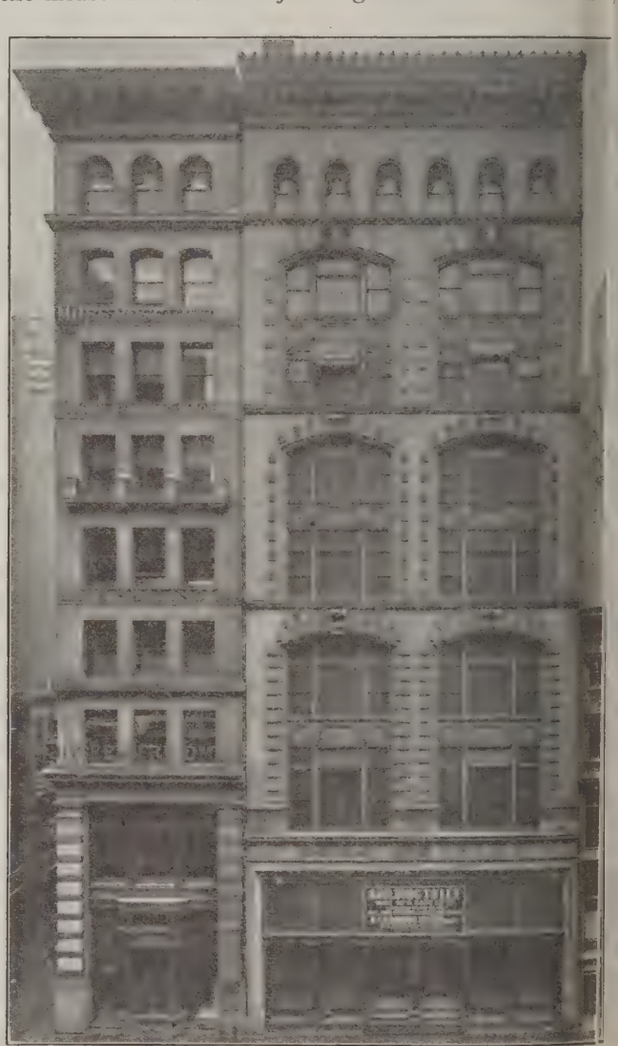
JESSE DEAN, INCORPORATED.

SOME time ago the announcement was made that Jesse Dean, the old-time and well-known decorator, had incorporated. This was done for the purpose of enlarging and increasing the business, and the effect was instantaneous. As soon as the increased facilities were operative a large quantity of white china in new shapes was secured, and he began to reap the benefit of his reputation. He has now taken on a line of glass and is turning out gold bands, incrustations, fancy designs, and, of course, monograms and crests to match china designs. A little while ago he sent out circulars offering old prices while the stock on hand lasted. Those who did not benefit by ordering then will have to pay a slight advance now; but that only means increased profits for the dealer.

KOSCHERAK BROS. GOING UPTOWN.

THE announcement that Koscherak Bros. had leased for a period of ten years the buildings at 129-13 Fifth avenue and 4 East Twentieth street, formerly occupied by Lord & Taylor, as a new home for their fast-growing business, came as a surprise to the trade this week.

These buildings are ideally located, being right in the midst of the crockery and glass concerns that have

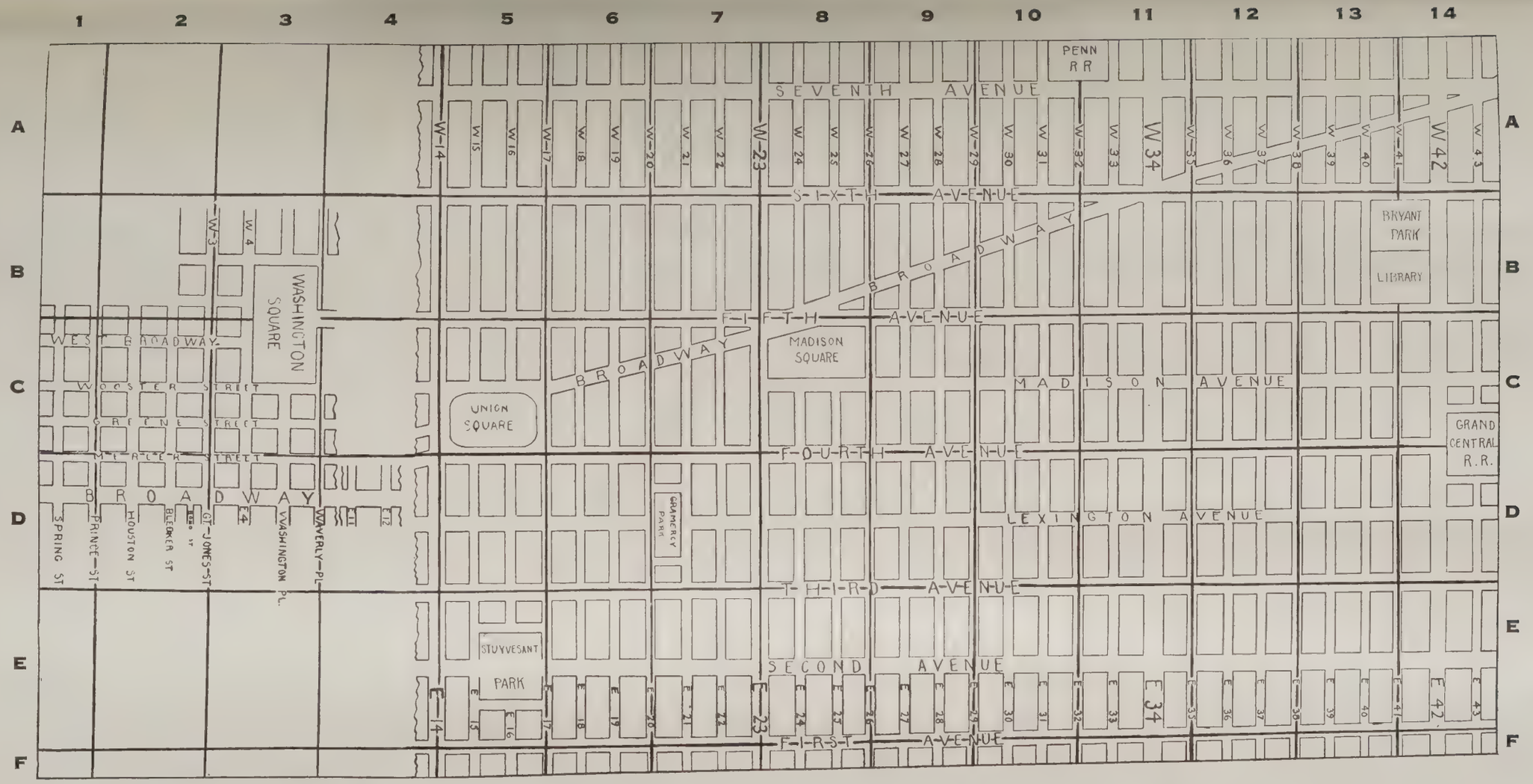


LEASED BY KOSCHERAK BROS.

preceded them uptown, and easily accessible from any part of the city. They are now undergoing alterations to cost $50,000 and will be ready for occupancy by February 1.

Koscherak Bros. have been established since 187, starting at 47 Murray street, and moving to 33 Park Place, their present location, about eighteen years ago. During this time they have built up a big business.

Locations of Firms in the Finance District



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, O. D., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fond-ville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co, 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Northwood, H., Co., 19 Madison ave.....C-8

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 85 Fifth ave.....C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

BOSTON BUSINESS NOTES.

BUYING for the Christmas trade is on in earnest, and everyone is happy in consequence. From northern New England buyers and orders have been coming in fast. Best results are shown, however, by the men who have gone out on the road and hustled for business. They report that a few retailers are willing to order when someone comes to them and "shows the goods" but are not inclined to come to Boston for several weeks yet. Still, there are enough coming to keep things moving rapidly. On the whole, the fall has been better than for two years or more.

Ralph Krauss, buyer for the newly-organized Dimond Co. of Providence, successor to L. Dimond & Sons, Inc., paid Boston a visit this week. The checks covering the twenty-five per cent cash and the certificates for the thirty per cent stock under the composition offer in settlement of the bankruptcy proceedings against the old corporation were mailed to creditors on Wednesday. The checks and certificates, which are for preferred stock in the new company, go to the unsecured creditors whose claims were not entitled to priority.

J. F. Singleton is putting out some fine new cuttings and reports an increasing demand for them.

The strike of about 3,500 employees of the five factories of the International Silver Co. and Manning, Bowman & Co., at Meriden, Conn., is interesting to a number of the larger stores here. The metal workers demand an eight-hour day, higher pay and better shop conditions. The glass cutters ask a nine-hour day and more pay. Sixty per cent of the silver workers of the entire country are said to work at Meriden, Wallingford, and other places within a short distance, so that the threatened spread of the strike is serious.

The half-century anniversary sale of the Shepard-Norwell Co. proved the most successful of any in the store's history. John Shepard, Jr., president of the company, says that it went beyond his best expectations.

F. R. Underhill has gone on a two weeks' trip through southern New England for the H. P. & H. F. Hunt Co.

Charles Smith, buyer for Timothy Smith & Co., Roxbury, has returned from a short business trip to New York City.

A wedding of interest to the trade took place at Wollaston last Saturday evening when Miss Helen Georgia Burket, daughter of Mr. and Mrs. George H. Burket, of Wollaston, was married to Merton A. Lovell, of Quincy. Owing to the illness of the bride's mother the ceremony was quietly performed in the presence of only a few immediate relatives. Numerous costly and beautiful wedding gifts were received. Mr. Lovell is traveling salesman for the New England salesrooms of the United States Glass Co. After a wedding trip of two weeks, which will be spent in Maine, Mr. and Mrs. Lovell will be at home at 229 Beal avenue, Wollaston.

Plans for extensive, and, it may be said, expensive, improvements in the Federal quarantine station are being considered by the United States, State and city officials and representatives of the Chamber of Commerce. There is a strong feeling that the Government may be called upon to spend $100,000 on new buildings and equipment; but whether all of this work will be ordered immediatly or spread over a period of several years is doubtful. Mayor Curley wants the advanced plans accepted and carried out at once, to convince shipping and business interests which have opposed Federal control that the station is to be conducted on the best possible standards and that delays to incoming ships with European goods and passengers will be as little as possible.

M. E. Whipple, of Eaton & Whipple, Fitchburg, is back from a trip to New York.

F. Alexander Chandler, of Chandler & Farquhar Co. A. Lincoln Filene, of William Filene's Sons Co.; George B. Johnson, of R. H. White Co.; Samuel Johnson, of C. F. Hovey Co.; Alexander McGregor, treasurer of Houghton & Dutton Co., John Shepard, Jr., president of the Shepard-Norwell Co., have been elected to the governing board of the Retail Board of the Chamber of Commerce.

Starting this week, the life of nearly every employee of the Shepard-Norwell Co. is insured for $1,000. Employees do not have to take a medical examination. Those who have been in the store sixty days or more and who have anyone dependent to any extent upon them, are entitled, without charge, to the insurance. All the employee has to do is to call at the store office.

Continued on page 24.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Statement for Oct. 1, 1915, of the ownership, management etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912: Editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques; publishers, Whittemore & Jaques, 92 West Broadway, N. Y. City. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway N. Y. City. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds mortgages, or other securities, none. GEO. WHITTEMORE.

Sworn to and subscribed before me this 28th day of Sept., 1915.
A. J. KENNER, Commissioner of Deeds, City of New York.
(My commission expires June 2, 1916.)

The Van Gleckland Portable Gas Lamp.



MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

UR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated r store will attract favorable attention to itself as s to your entire line.

We do not wish to load you up with stock, but will u a single sample lamp, knowing that larger orders llow.

It is preferable to an electric reading lamp, because bsolutely portable, and produces actual artificial ne, enabling the user to work or read with the least le eye-strain.

An excellent Holiday Gift as well as an everyday Yields a good profit and has NO competition.

Write us for detailed description and comprehensive lan.

IE VAN GLECKLAND CO., Inc.,
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17 Black	No. 166 Brown	No. 170 Yellow
11 Light Blue	No. 168 Blue	No. 171 Green
16 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

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EAST LIVERPOOL, OHIO.

Continued from page 22.

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The author of this publication is William H. Lough, vice-president of the Alexander Hamilton Institute, who has recently made a trip through the countries treated. Manufacturers and exporters who wish to obtain definite and up-to-date information with regard to the present state of affairs in South America as to credit extension, government finances, currency conversion, emergency measures and prospective changes and reforms should by all means acquaint themselves with the contents of this book. It is to be had from the Superintendent of Documents, Government Printing Office, Washington, D. C., for the price of five cents.

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George Bros. Pottery Co.
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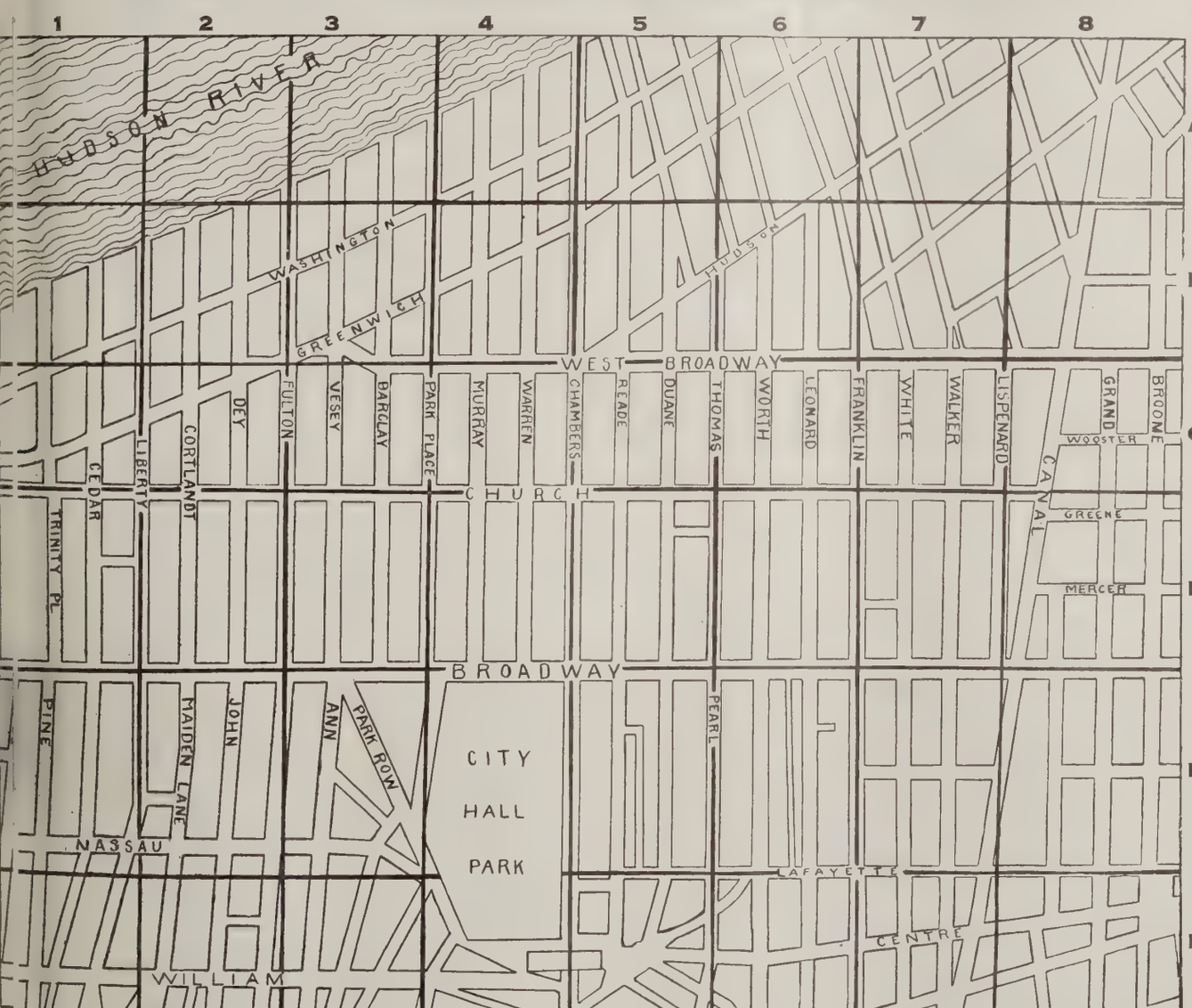
14 BARCLAY STREET.

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43 MURRAY STREET.

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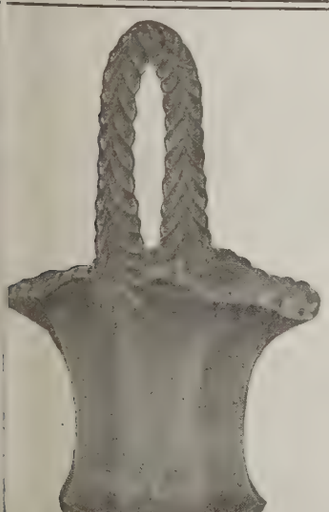
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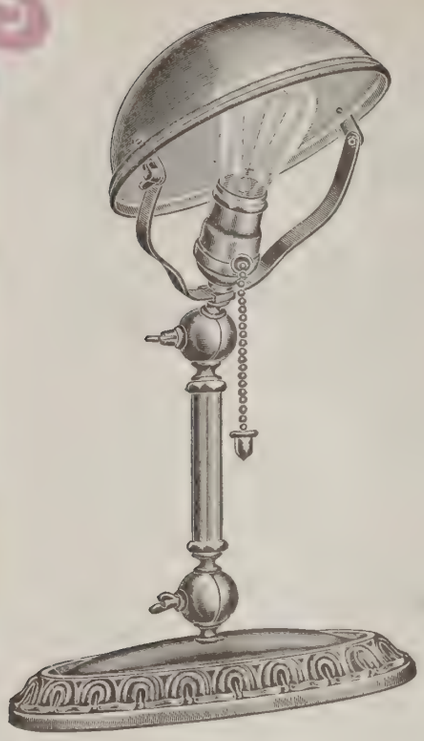
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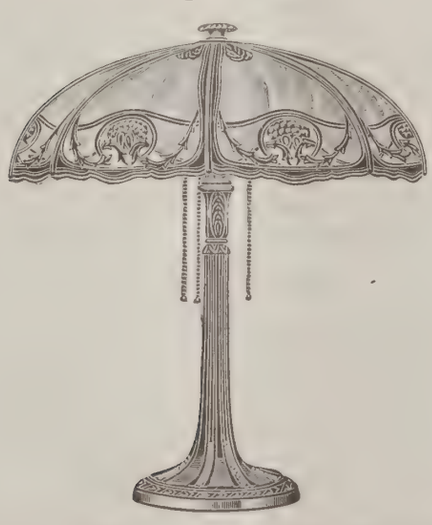
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CROCKERY AND GLASS Journal

l. 82. No. 16

Oct. 14, 1915

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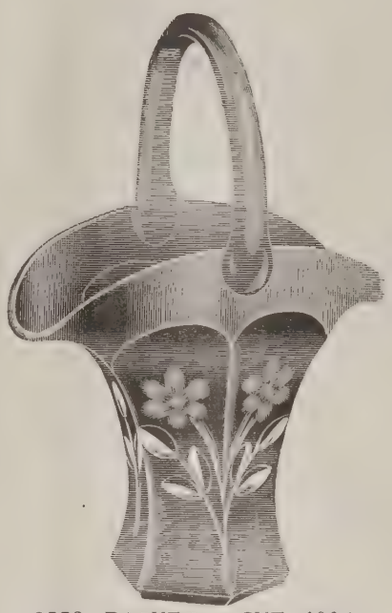
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The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer. 52 Murray St., New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company

POTTERS.

THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

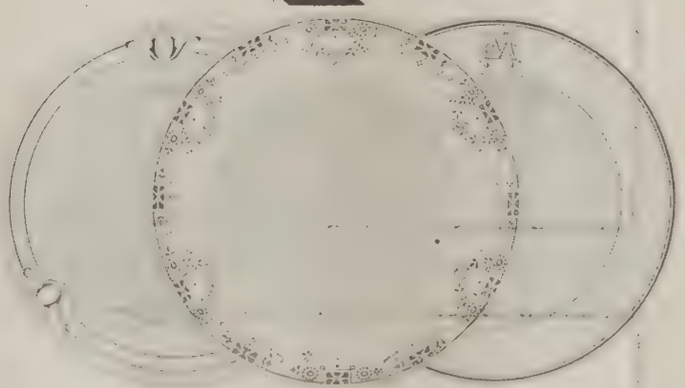
Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



VITRIFIED BODY HARD GLAZE

UNDERGLAZE DECORATIONS A SPECIALTY

BORDER PATTERNS LINES BADGES

USED IN

HOTELS CLUBS RESTAURANTS INSTITUTIONS &c

CORRESPONDENCE INVITED

THE MAYER CHINA CO.

BEAVER FALLS, PENNA.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

New designs in light cuttings on Water Sets, Berry Sets, Comports and small pieces. Lead blown hand work.

Full lines of samples can be seen at our agencies:

HORACE C. GRAY CO.,
Fifth Avenue Building, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.,
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

A. L. McMULLIN,
136 Federal St., Boston, Mass.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

We have, however, a large and varied stock of the old-time **GLASS**—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

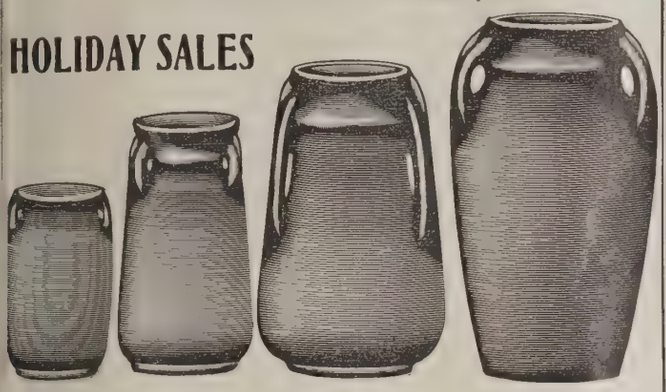
C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. | M04 Vase. 8-in. | M03 Vase. 10-in. | M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

THIS new line of Matt Green has fine texture, good color and has appearance of a high-priced article, but can be retailed at a price within the reach of the masses. Made in *Jardinieres, 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, etc.* Send for handsome colored illustrations—just out. Better yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO.,

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.



BLACK AND WHITE

And Other Patterns designed to conform to the latest ideas in decorative furnishings.
On Vases, Rose Bowls, Bon Bon Dishes, etc.

Exclusive Lamps ; Folding Screens ; Full Assortment of Fancy China Tableware and Vases

PROMPT DELIVERY FROM STOCK.

MOGI, MOMONOI & CO., 105-7 E. 16th St., Next to Borgfeldt Bldg., New York

BOSTON OFFICE, 31 BEDFORD STREET.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

IMPORTED

OIL PAINTINGS

ON

TILES, PANELS and CANVAS

also WATER COLOURS

All Hand-Painted.

OIL PAINTINGS on TILES are a novelty, with beautiful high light effects, each one done by an Artist.

A FULL SAMPLE LINE just arrived and on display at our show rooms.

FONDEVILLE & VAN IDERSTINE

85 Fifth Avenue (Corner 16th Street) New York.

ESTABLISHED 1818.

One thought should be uppermost always in the mind of the dealer who sells Libbey Glass.

That thought is the one suggested by the trade-mark

LIBBEY

"THE WORLD'S BEST."

Libbey leadership has never been more widely recognized than in the field of Cut or Engraved Glass.

Make use of this thought in your sales-talk.

Then point out the beauty and the lure of the artistic patterns.

Further argument will seldom be necessary.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 14, 1915.

THE CONDITION OF BUSINESS.

New York

Buyers from a distance are less in evidence every week now, the past few days seeing quite a thinning out of the number in town. But with a fair amount of local business, and mail orders getting better, there is no cause for complaint.

Reports from all sources are indicative of improved conditions. The importing houses are booking better business—those that carry stock being the most fortunate, however, for a good deal of the present demand is for stock goods—and altogether there is a more favorable outlook.

The increased call for domestic dinnerware is very gratifying to the manufacturers. There is more activity in the potteries than for a long time, reports coming from some that they have all they can take care of.

Orders for blown glassware are numerous and of good size, while pressed ware also shows signs of improvement.

Buying of lamps this fall seems to have been put off in most instances until the last minute. Up to the present time it has certainly fallen short of expectations, although orders secured during the past ten days are encouraging, and a good volume of business is looked for before the holiday season starts.

Cut glass continues on the upward trend. There is not as much cause for concern about getting business now as there is to secure blanks with which to fill the orders.

The retail stores are filling up. Even the disagreeable weather of last week failed to put a damper on business, which seems to have started now in earnest.

Housefurnishing goods are sharing in the demand for fall replenishment.

It is universally felt that trade for fall and winter is going to be good. A decided and growing improvement in general business conditions comes from many sources, and the recent reports from banking interests in different parts of the country corroborate them. The Government's crop report indicates a total value of grain and similar products greater than ever before experienced. This alone, irrespective of other favorable conditions, should give business the necessary stimulus.

Pittsburgh and Vicinity

Quite an improvement in the glassware business is reported in this district during the past week. While the entire general line is moving, light cut, etched, blown and stemware are the most active. Tableware however, is still in somewhat slow request. Some large scheme buyers have been placing liberal orders with a few of the factories, and the glass decorators are sharing in this demand.

East Liverpool and Vicinity

An improvement in business is reported. The majority of the plants are well supplied with orders for future delivery, and in one or two instances are working to capacity. Both dinnerware

and specialties are in active demand, and a number of buyers who have been in the market of late have wanted goods immediately. It will be well for buyers to anticipate their needs during the present season if they want goods with any degree of promptness.

A NEW YORK MERCHANT'S IMPRESSIONS OF OUR VAST COUNTRY.

"YOU ask me for impressions of my trip, which, starting in with Chicago and Minneapolis, extended through North Dakota and the Canadian Rockies as far as Vancouver, thence southward along the Pacific Coast to San Diego, and thence homeward through Arizona, Utah, Colorado and Nebraska," said Lee Kohns, of L. Straus & Sons, to a reporter for the CROCKERY AND GLASS JOURNAL, on his return to this city.

"I think you will get the best idea of conditions as I found them when I tell you what I learned from talking to the people generally, instead of confining myself to the crockery trade alone.

"The trip across Canada was a revelation. Wheat in boundless acreage grew higher than a man, and the farmers said that never in the history of the country had they had such an abundant yield from the soil. It appears, however, that even despite this bountiful outpouring of nature Canada is passing through a period of extreme depression, and that it will take more than one season's crops to overcome the drawbacks from which the country has suffered. It is a land of the greatest promise, however, and of inexhaustible opportunity, and I think after peace is restored its future will be secure, and that it will enjoy unexampled prosperity. In the Canadian Northwest the lumber interests are a very great factor, but because of discouraging conditions in this particular trade they too have made their detrimental influence manifest. The Canadian Rockies vie in beauty with the glories of Switzerland. This is indeed a wild and rugged section of never-ending charm.

"That Canada was on its guard and that it was involved in the European war was, however, evident by the fact that every railroad bridge (and there are many of them) and every trestle was protected against possible injury by the enemy by armed men who patrolled the approaches with loaded muskets.

"In our own land, on the Pacific Coast, our prohibitive shipping laws, the resultant lack of shipping facilities, and scarcity of vessels, are keenly felt.

"Seattle is a live town with all the bustle that is characteristic of the West, and Portland is a beautiful city in a prosperous community.

"The agricultural and fruit sections of California, in the Sacramento and Santa Clara valleys, yield bumper crops, and, in the citrus as well as in the vinous belt, oranges, lemons and grapes are far more abundant than usual.

"I will not burden you with a description of the San Francisco Fair, of its great architectural beauty, and of the profusion of flowers, the charm of the vegetation, and of the landscape, because they are familiar to most of your readers. The scene at night is truly like fairyland. The sight of the Tower of Jewels, illuminated, and of the various courts and colonnades between the buildings, is unforgettable.

"San Francisco deserves unstinted praise. Her people have shown courage and undaunted energy; for not alone have they rebuilt the entire city after the double disaster of nine years ago, but in addition thereto they have planned and carried to execution the Pan-American exhibition on a gigantic scale in its splendid location on the shores of the Golden Gate. The exhibits are to some extent incomplete. Germany and Austria are but scantily represented, but the United States government exhibits are especially noteworthy, and the striking display of Canada's resoures is particularly remarkable. Some of the foreign government buildings are marvels of beauty, and will long linger in the memory of anyone who was privileged to see them.

"From San Francisco we went southward, following the coast line, with stops at Del Monte and its wonderful golf links, Santa Barbara and its romantic surroundings, on to Los Angeles, which is the most surprising of all the cities we came to. We put in a week there, and could easily have spent several had we had the time. Six hundred thousand souls claim this town as their home, and they aim to have a population of a million in 1920—and I really believe that they will reach it. With miles of spendidly asphalted streets, with suburbs not excelled by any place either here or abroad, with a climate that is enchantingly soft and soothing, few places are more attractive than this metropolis of Southern California. The Fair at San Diego is well worth while. Although much smaller than the Pan-American it is a gem, with architectural features as striking as they are surpassingly beautiful.

"The Grand Canyon of Arizona was our next objective. I would advise everyone to see this, for I consider it the greatest wonder we have on this continent, and I have seen nothing finer in Europe.

"In Salt Lake, Denver and Omaha we found business conditions more rosy than in any part of the territory we covered. Utah and Colorado are being benefitted by the prosperity of the mining interests, chiefly copper, which is bringing them untold wealth; and in Nebraska they are reaping the advantages of unprecedented crops.

"With first-class hotels, excellent railroad facilities, splendid dining-cars furnishing every comfort which the most fastidious could crave, a transcontinental trip is a continuous source of enjoyment to anyone undertaking the journey. It gives one a new conception of the greatness and of the bigness of our native land and of the wonderful future which is sure to be its destiny if it pursues its course under the blessings of peace, of liberty, and of a united people."

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

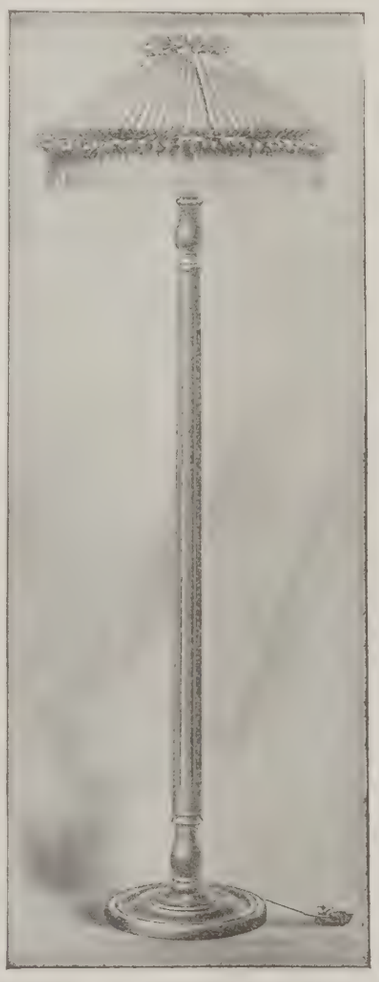
THE following summary of the reports to Bradstreet's Journal of permits and building operations for the month of September will be of special interest to manufacturers and dealers in lighting glassware, who can see in this improvement the beginning of the revival of operations, the decided falling off in which during the past year or more has been the cause of considerable loss of business:

Reports from 126 cities show, as was to be expected in view of the heavy shrinkage noted at this time a year ago, a very large increase—22 per cent, to be exact—in building expenditures for the ninth month of the year. This percentage of gain of course compares with a decrease of 33 per cent in September, 1914, from September, 1913, but it should be noted that every group of cities, except the Far West, shares in the expansion in values noted in September, and also in the increases shown in the number of permits, which for the country as a whole show a gain of 15.2 per cent over September a year ago.

The gain of 15 per cent in number and of 22 per cent in expenditure, it might be added, compares with a gain of 6 per cent in permits and 14 per cent in values in August this year, when the building tide definitely turned for the better, and with decreases of 8 and 14 per cent, respectively, in permits and values in July. The percentage of gain in values in September is the largest reported in any month since December, 1912.

Examination of the returns by cities shows that while New York City contributed to the increase in permits, the value of the building done shows a reduction of 15 per cent from a year ago. Most of the other large cities, however, showed gains over a year ago in September.

A new lot of samples just received by A. Gredelue from the Tarentum Glass Co. is well worth the attention of every buyer interested in lighting glassware. The beautiful quality of the concern's "Tara" glass is steadily making new friends. It is as near perfect as illuminating glassware could be, being absolutely free from specks or flaws of any kind, and diffusing a soft, agreeable light, efficient for all purposes. The new designs and shapes shown are unique, and should find a wide sale on account of their exclusiveness. Classic and modern styles are included. There is one with a quaint embossed Babylonian-style border, and another with an Indian head border that is very good. There are a number of tinted effects, as well as a neat white and black decoration.



AT WM. R. NÓE & SONS.

The Cassidy & Son Mfg. Co., manufacturers of gas and electric light fixtures, now at 133 West Thirty-third street, have leased space in the Architects' Building, 101 Park avenue, where they will hereafter maintain a display of their line. On January 1 the concern will remove their factory to Long Island City.

The Electrical Exposition being held at the Grand Central Palace this week is more interesting and more attractively gotten up than any of the former affairs.

Among the lighting glassware, lamp and fixture houses having displays are the Phoenix Glass Co. and the Jefferson Glass Co., the latter through their representatives, the Lighting Studios Co. The Edison Co., as usual, are the most prominent among the concerns represented, and have a varied showing of electrical devices, including all the latest improvements in incandescent lamps.

AT CHICAGO.

CONDITIONS here have improved somewhat during the past week, although buying does not possess the volume usual at this time of year. The general opinion, however, is that orders during the next ten days will increase in both number and size.

* *

Messrs. Maltrom and Carithers, who conduct a jewelry and cut glass store in Canton, Ill., were making the rounds of the local trade this week placing orders for holiday goods.

* *

J. R. McCutcheon, who recently withdrew from the firm of Rockwell & McCutcheon, gas and electric fixture dealers, Kenosha, Wis., was making calls on his friends here last week. Mr. McCutcheon has opened a store under his own name in Kenosha, and will deal in gas and electric lighting glassware.

* *

Inside information on the status of the prosecution of forty or more lighting fixture dealers here on the ground that they maintained a conspiracy in restraint of trade is to the effect that they will never be brought to trial. A member of the United States District Attorney's office is said to have admitted that the sole purpose of the government in securing the indictments was to bring about the dissolution of the Chicago Lighting Fixture Association, against which the wrath of the government appeared to be centered. The organization disbanded almost as soon as the storm broke, and it is claimed that the authorities are well satisfied with the manner in which the case has turned out.

* *

Earl W. Newton, who represents the Imperial Glass Co. and the Economy Tumbler Co., is expected to return before the close of the week from a business trip to Minneapolis, St. Paul and Milwaukee.

* *

Louise E. Weinborn, buyer for the Burlington (Wis.) Tea Co., was making the rounds of the china and glassware representatives this week.

*

The Chicago Cut Glass Co., with its 122 frames, is now working hard on holiday goods. The Cut Glass Products Co.. distributers for the factory, report good prospects in all sections.

* *

C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., has returned to the factory after spending several days here conferring with Kelly & Reasner, local representatives of the company.

* *

George Spinney, who represents the line of the Cambridge (O.) Glass Co., reports brisk buying among the local department stores during the past week.

* *

The Burley & Tyrrell Co. are this week featuring Limoges dinnerware in a very attractive window display.

* *

Walter G. Minnemeyer now has a full line of the lighting glassware of the Macbeth-Evans Co. One entire room is necessary to contain the samples, which are arranged in a most attractive fashion.

*

H. L. Kelly, of Kelly & Reasner, is making a trip through Indiana this week. He will visit the factory of the Indiana Glass Co., Dunkirk, and the D. C. Jenkins Glass Co., Kokomo.

FROM A "LIVE WIRE" HOUSE.

NORTH BALTIMORE, O., Oct. 7, 1915.

Editor CROCKERY AND GLASS JOURNAL.

Any "live wire" would be entirely out of date if they did not take the CROCKERY AND GLASS JOURNAL.

W. L. STOUFFER.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 18, '15	Corresponding period 1914	Exports Jan. 1st to Sept. 18, '15	Corresponding peril 1914
Boston..	79	125	3563	4698
New York	437	110	7219	7440
Baltimore	78	187	5649	6516
Philadelphia...	9	46	1952	2007
New Orleans .	82	40	647	922
Newport News.	....	....	61	86
San Francisco.	....	....	1344	1007
Portland, Me..	....	....	1006	1001
Galveston. ...	....	7	10	589
Portland, Ore..	1	....	141	....
Inland Points..	....	....	428	426
Total..	686	515	22020	24692

From the Freight and Shipping Circular of Smith, Christma & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 18, '15	Corresponding period 1914	Exports Jan. 1 to Sept. 18, '15	Correspcding peril 1914
New York ...	437	110	7219	8263
Boston	79	125	3563	4768
Philadelphia	9	46	1942	2093
Baltimore	78	187	5649	6516
San Francisco	....	....	1314	1047
New Orleans	82	40	647	997
Portland, Me..	....	....	1006	1004
Galveston .	....	7	10	589
Newport News.	....	....	61	104
Portland, Ore	1	....	141	....
Inland Points	....	....	479	256
Total	686	515	22031	25637

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The demand for glassware for premium purposes has taken quite a spurt, and some exceptional heavy business has been placed. One Eastern buyer has just given an order for six carloads of initialed seven-piece water sets, and a large Western buyer is taking all of several items one factory can ship. Newspapers have also been very good premium buyers of late, and food packers have also been in the market with good-sized specifications. The demand has kept some manufacturers and decorators going to the limit in production.

So extensive is the demand for the "Bluebird" decoration on a vase line by the United States Glass Co. that the company has decided to use the same decoration on two of its plain table lines. Samples will soon be shown at all resident agencies.

D. C. Jenkins, of Kokomo, Ind., head of the glass firm of that name, called at the Glass Association rooms a few days ago.

Lighting glassware manufacturers were very much interested in the Electrical Prosperity Meeting held in the Norse room of the Ft. Pitt Hotel last Friday evening. R. S. Orr, general manager of the Duquesne Light Co., presided, and J. M. Wakeman and H. W. Alexander, of the Society for Electric Development, of New York, told of what is being done in electric lighting in other cities,

---

Buyers visiting the glass market of late were Louis Levien, New York, for blanks; Mr. Hawthorne, with Wanamaker, New York; Fred Lyon, of Louisville, Ky., and Mr. Rosenbury, with M. Seller Co., Seattle. It was the first trip by the latter in five years to this market.

Edward T. Craig, manager of the New York office of the United States Glass Co., has returned to the metropolis after spending a few days at the factory here.

The jewelry trade has been rather active of late in the buying of cut glass. Vases continue to sell well, with creamers and sugars a close second. Bowls and nappies are also having a satisfactory run.

Swaney Hall, sales manager for the L. E. Smith Glass Co., of Mt. Pleasant, Pa., was here for a brief season, en route to his Eastern territory.

Mr. Engleman, with the Krantz-Smith Cut Glass Co., has been spending a few days in the district.

"While the buying of glass is not yet up to normal, we have noticed a decided increase in new business during the past fortnight," said a salesman. "A few weeks ago it was a case of booking an order for a barrel or two, but now they are coming in twenty-five and fifty barrel lots. It makes one feel good when business takes a spurt like this. I am of the opinion that from now on the glass business will be unusually active."

Walter Leasure has left for the Northwestern territory in the interest of the United States Glass Co.

According to a letter received by a glass manufacturer in this district from a large Southern buyer, the condition of trade in Tennessee, Mississippi and Arkansas shows a decided increase. Some of the large jobbing houses are from a week to ten days behind in shipments.

Candlesticks are in very good request, those of colonial and semi-colonial styles having a steady call.

At a special meeting of the board of directors of the Western Glass and Pottery Association it was agreed that the annual meeting of the Association should be held the evening of January 14, the banquet to take place on January 11. A committee was appointed to look after the details of the latter. "There will be no dry speaking," said one of the directors. "We want to have an evening of fun, and the programme will be arranged with that end in view." A change has been made in the collection of assessments of this Association. After thirty days have elapsed from the first notification a second notice under registered letter will be sent,

and a fine of twenty-five cents will be imposed if the assessment is not paid within another thirty days.

"We are exceptionally busy, every department of our factory being operated to capacity," said I. J. Collins, of the Hocking Glass Co., when seen here this week. "Our lighting goods are having a remarkable sale, while our general line is very active. Business picked up all of a sudden a few weeks ago, and we have been going the limit ever since."

W. F. Newberry, glass buyer for the Woolworth company, was in the district this week urging haste in making shipments of orders previously given to the factories.

Another substantial industry will shortly be added to the already booming territory in the vicinity of Yorkville, if current rumors prove reliable. A mammoth glass factory—one that will completely shade all others in this vicinity—is reported being planned by a group of Pittsburgh and Ohio Valley glass men who have recognized the growing worth of the territory north of Martins Ferry as an industrial center. Details have been carefully suppressed so far, and nothing but the bare fact that a factory is planned has been allowed to become public.

Philip Martin, of the Lancaster (O.) Glass Co., who was in the city for a few days this week, said: "Our plant is as busy as a bee. The novelty, 'Toby,' is having an immense sale."

"Of late there has been a remarkable spurt in business," says Ira Clark, of the Higbee Glass Co., "and the plant is now working full time."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 12, 1915.

ROTTERDAM

100	packages	glassware.....Graham & Zenger
23	"	"L Straus & Sons
18	"	"Sutherland Int Dispatch Co
77	"	"McNiff Horticultural Co
36	"	"Strobel & Wilken Co
36	"	earthenware.....F Bing & Co
37	"	"Strobel & Wilken Co
44	"	"G M Thurnauer & Co
258	"	toys.....Strobel & Wilken Co
274	"	"G W Travers & Co
3	"	"B Shackman & Co
88	"	"S Gabriel Sons & Co
6	"	"L Wolf & Co
97	"	"Samstag & Hilder Co

LIVERPOOL

6	packages	earthenware.....G Collamore & Co
5	"	"E Boote
4	"	"Davis Collamore & Co
24	"	"Maddock & Miller
11	"	"G F Bassett & Co
5	"	glassware.....Davis Collamore & Co
4	"	"F G Sternberg & Co
1	package	chinaware.....Bailey, Banks & Biddle Co
141	"	toys.....Meccano Co

BORDEAUX

230	packages	toys.....Strobel & Wilken Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

16	packages	earthenware.....Jones, McDuffee & Stratton Co
30	"	"Rowland & Marsellus Co
1	"	"Stone & Downer Co
114	"	"Miscellaneous Orders

ROTTERDAM

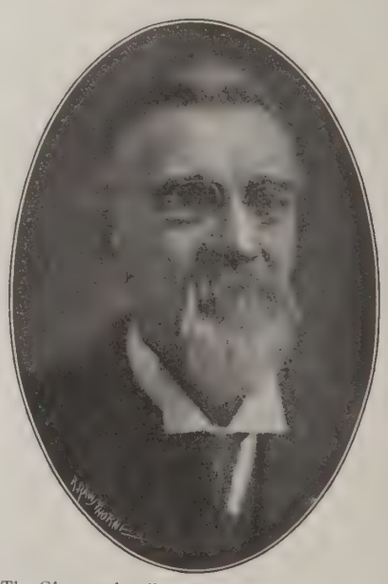
108	packages	earthenware.....Geo Borgfeldt & Co
367	"	"L Wolf & Co
49	"	"Miscellaneous Orders

FAR EAST

49	packages	earthenware.....Jones, McDuffee & Stratton Co
2	"	"Richard Briggs & Co

OBITUARY.

THE Hon. John P. Elkin, president of the Diamond Glass Co., Indiana, Pa., who passed away at the Medico-Chirugical Hospital in Philadelphia October 3, was a man of many interests and one of Pennsylvania's leading citizens. At the time of his death he was Justice of the Supreme Court of Pennsylvania, and previous to this for many years had held several important political positions in the State, including that of Attorney General. On the Supreme Court bench Mr. Elkin was eminently fair, and his decisions were widely quoted as authority. He leaves a widow and three children. His death was due to liver trouble, from which he had suffered for some time and which had failed to yield to an operation September. The end came suddenly, as he was apparently convalescing, but he suffered a relapse from which he failed to rally. He was fifty-five years of age.



Courtesy of "The Glassworker."

THE LATE DAVID JENKINS.

THE METROPOLITAN MARKET

THE comprehensive stock of L. Straus & Sons can take care of your last-minute needs in holiday goods with attractive assortments in every department. The concern's large showing of marble busts, figures and pedestals is only one of the many lines that attract special attention at this time of the year, and the display they are now making would be difficult to surpass, comprising, as it does, such a variety of subjects and at such a wide price range. There are specialties galore, and of course a full showing of staple wares. No live buyer, whether he needs goods now or not, should fail to drop in and acquaint himself with this up-to-date display.

A novel collection of designs in black and white will be found at the salesroom of Mogi, Momonoi & Co. on vases and flower bowls, as well as deep bowls that will find various uses for the table, etc. The former may be had in seven different shapes in striped, checker-board and dot patterns applied in various fashions and combinations. One has an odd heavy border effect with a fantastic design executed in lighter lines on the side of the vase. A point of importance for the retailer is that they are stocked for immediate delivery. Every steamer brings something new, and the display is at all times replete with attractive novelties that make very salable articles for the holiday trade.

An original idea in decoration is shown by Ed. Craig on a new line of rolled-edged bowls, plates, individual dishes, etc., from the United States Glass Co. The line is made up of several light cut floral patterns in dull finish, well executed on excellent quality crystal in very graceful shapes. Instead of the familiar star cutting on the bottom, the designer has used a broken floral wreath to match the rest of the design, and the effect produced is surprisingly good.

Something entirely new in flower bowls and birds for ornamenting them has just been introduced by the Horace C. Gray Co. from the Westmoreland Specialty Co. Mr. Wilbur C. Pomeroy, of the Gray Co., has been puzzling his brain for several months past to get something different from what anyone else was showing in this line. One has only to make a visit to the company's salesroom now to see how well he has solved the problem. The bowls arrived from the factory last week, and every buyer who has seen them thus far has been a purchaser. They are in exquisite colors—yellow, pink, Carrara marble effect, library green—and in plain crystal with a bluebird decoration. The birds are in various styles and tints to match the bowls. Flower holders accompany the bowls, and the equipment complete is called the St. Mark's Fountain.

If one may judge by the enthusiasm of buyers who have seen the goods, Fondeville & Van Iderstine have certainly picked a winner in their new line of imported oil paintings on tiles, panels and canvas. There is a great variety of subjects, and all sizes, artistically framed or unframed. Each is done by an artist, and among them are some excellent copies of famous pictures, including several Rembrandts. One of the strong features of the paintings is the fine detail work and remarkable light effects. And the prices are astonishing.

The Buffalo Pottery has sent its New York representative, A. H. Ledden, a variety of new patterns in vitrified hotel china, which, together with those already on display, give the buyer a large collection to choose from. Some very pretty decals are shown in figured and floral patterns, and there are a number of underglaze line treatments that are sure to enjoy a reign of popularity. In these some excellent blues, greens, orange and other good colors are shown, while others are in a combination of colors in different styles. There are also several on which crests, badges and monograms are used effectively.

The Cambridge Glass Co. have brought out a line of well-selected pieces in a combination pressed and cut design known as No. 3,000. It is a prettily-arranged floral treatment, the leaves being pressed and the flower in a well-executed light cutting. An attractive feature of the line is its odd shapes. Several styles of nappies are shown, deep and shallow; baskets, square-footed mayonaise bowls, partitioned trays, etc.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 14, 1915.

"TRICKS THAT ARE VAIN."

IT is not at all uncommon for a wholesale house to receive an unsigned check in payment of an account. It sometimes happens that a check dated anywhere from two to ten days back comes in with the explanation that it was sent to the wrong address—in proof of which an envelope is enclosed to show that it was so mailed. Or a letter is received stating that the reason an account was not paid was because there were no invoices, or that the invoices were mislaid—"please send another!"

Any one of these things is possible, of course. But suspicions will arise in connection with certain customers that the unsigned check, the misplaced invoice or the misdirected letter are devices to gain time. Suppose a debtor has several thousand dollars due on a given date, and is located at such a distance that it takes the mail two, three or more days to reach him. Any one of the three instances cited will give him a week to turn around in if he is short, and he saves his discount even though his payment is deferred. It is a rather clever little dodge, and will pass muster at least once. But the merchant who is given to the habit of delaying payments is soon detected.

So is the one who is constantly making excessive or unjust claims for shortage and breakage. There are more ways than one to make a chronic kicker pay his lawful debts. The unjust demands may be allowed on the bill, but he eventually pays, and possibly a pretty high figure.

It pays to be honest. Those people who deal uprightly in all their transactions get honest treatment in return. They are never overcharged to make up deficiencies. On the other hand, they are given bargains when opportunity offers. If they are financially strained, and say so, they are accommodated. If they make claims their word is not doubted for a moment. In short, their business is sought, they are catered to, encouraged, and, when needs be, helped.

PERSONAL.

AMONG the city's visitors last week was ex-Senator Nathan B. Scott, president of the Central Glass Works, Wheeling, W. Va., who stopped over Friday and Saturday on his way home from a long motor trip with a party of friends and dropped in for a chat with A. P. Doctor, the concern's representative. "Scotty," as he is affectionately termed by his friends, expresses the greatest optimism regarding the future.

⚜

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., arrived in the city on Monday and is spending the week here, making his headquarters at the salesroom of Cox & Lafferty.

⚜

J. Carl Underwood, the new sales manager for Takito, Ogawa & Co.'s New York office, is well known to the wholesale trade here. As stated in a previous issue, he has been buyer for Marshall Field & Co., Chicago, for the past three years, and previous to that held the same position with the Missoula (Mont.) Mercantile Co. Mr. Underwood has a very pleasing personality, and it is safe to say that he will be just as well liked among the retailers.

⚜

T. T. Freyer, of the Tajimi Co.'s traveling staff, left on Monday for a trip through New York, Pennsylvania and other territory in the East which will keep him on the road until the latter part of November.

⚜

Frank Merry, president of the Indiana Glass Co., Dunkirk, Ind., left on Saturday for home after spending several days here conferring with his representative, Horace C. Gray.

⚜

W. B. Kerr, president of the Iroquois China Co., Syracuse, N. Y., spent the first half of the week in New York, making his headquarters at the salesroom of A. H. Hays, the New York representative.

⚜

The Democrats of Essex County, N. J., being unable to prevail upon Edward F. Anderson, of Geo. F. Bassett & Co., to accept the nomination for Congressman—it has been offered to him on three different occasions—are determined to have him identified with the organization in some way, and so after much per-

uasion he has accepted the chairmanship of the East)range Democratic City Committee. Mr. Anderson as always been interested in politics from the standoint of bettering conditions in his community; but hen it comes to holding office himself he prefers to reain out of the limelight.

⚜

G. F. Young, of the Roseville Pottery Co., Zanesille, O., left for home last Friday after spending four ays in the city conferring with W. H. Stockdale, the)cal manager.

⚜

E. W. Hammond returned on Friday after spendg the most of the week at the pottery of the Knowles, 'aylor & Knowles Co., East Liverpool, inspecting the xtensive line of new designs to be put on the market)on.

⚜

E. A. Gillinder, head of Gillinder & Sons, Philaelphia, passed through town on Tuesday on his way Long Island to see Frederick Morse, his New York anager, who is convalescing at his home from his re:nt severe illness.

⚜

F. E. Harman, head of the business bearing his ime at Lima, O., accompanied by Mrs. Harman, arved in New York last Saturday and is spending a eek here placing orders. Mr. Harman displayed a notograph of his new store building, a large, modern, re-story stone structure of which he has every reason feel proud.

⚜

Ed. Craig, manager of the United States Glass o.'s New York office, returned on Sunday from a trip the main office in Pittsburgh, where he had spent ost of the week.

⚜

Guy E. Crooks, head of the Crooksville (O.) China ., arrived in town on Wednesday to talk matters over th his local representative, A. H. Hays.

⚜

Alfred Colley, who has been making a trip through nada in the interest of the Johnson Bros., Hanley, ngland, returned to New York last week, and after ying a visit to George B. Jones, the American repentative of the concern, sailed for home on Saturay.

⚜

J. L. Bradshaw, Ontario, Canada, who has been in t market for several days placing orders, left for me on Thursday.

⚜

J. B. Mann, manager of the china and housefurhing departments of the B. F. Fowler Co., Glens lls, N. Y., is a photographic artist of no mean abilOn a recent buying trip, Wm. J. Hague, of the o. F. Bassett & Co. sales staff, gave him a snapshot he had taken while on his vacation last summer, and was agreeably surprised this week when the mail brought him an enlargement of the picture, artistically mounted and colored—all the work of Mr. Mann.

⚜

William H. Otten, for so long the assistant of John Nixon at the New York salesroom of the Fostoria Glass Co., who has been ill for several months past following an operation, is maintaining the gradual improvement noted in his condition.

⚜

Kenneth P. Lockitt, with C. Dorflinger & Sons, spent several days this week at the concern's factory at White Mills, Pa.

⚜

J. J. Hines came home from the road for the week-end and left again on Monday for Richmond and Norfolk. From there he will make his way West.

HOW TO EXTEND FOREIGN TRADE.

UNDER the direction of Dr. E. E. Pratt, Chief of the Bureau of Foreign and Domestic Commerce, the Department of Commerce has planned an educational campaign for the purpose of laying before the manufacturers and exporters of the United States practical and concrete information relative to the fundamental principles which are prerequisite to entering the export business and extending foreign trade.

The Bureau has learned that there are many manufacturers in the United States who would like to export their commodities to the markets of South and Central America, but can not do so for the reason that they do not know where the specific opportunities are; they do not know prevailing market conditions; they are not familiar with business methods practised in the foreign country; they do not know how to make out the consular invoices; foreign customs regulations and trademark laws are stumbling blocks; shipping routes are perplexing questions; and sources of credit information are often unknown. It has also been found that there are many manufacturers in the United States who do not know that the Bureau is daily in receipt of the names and addresses of foreign firms which are in the market for American commodities and that it has established commercial clearing houses in the leading commercial centers of the United States.

Dr. Pratt has designated Stanley H. Rose, special agent of the Bureau of Foreign and Domestic Commerce, as export trade adviser. Mr. Rose is about to start on a tour of the United States to confer directly with manufacturers, business men and commercial organizations for the purpose of affording first aid and instructing manufacturers who are unfamiliar with export business, and to advise those who have had more or less experience in securing foreign trade. He will

supply information to enable the novice to conduct a successful selling campaign in foreign countries, and will acquaint the American industrial and commercial public with the facilities of the Department of Commerce for promoting and extending the foreign trade of the United States.

The Department of Commerce wishes to place at the command of every American manufacturer and exporter the great fund of practical information which the Bureau has collected and collated through the medium of commercial attaches, consular officers and commercial agents resident in foreign countries. These officials report the names and addresses of reliable firms which are in the market for American goods. They report on every phase of commercial life and activity as they find it in their respective countries.

Hundreds of letters reach the Bureau each week asking for information about making out invoices for the shipment of goods to South America; about the selection of agents; the method of quoting prices; sources of credit information; methods of packing; shipping routes; foreign customs regulations; trade-mark laws, and other matters which come up daily in the work of the active exporter. Specific answers to many of these questions are available in the Bureau's publications and records. These will be supplemented by practical suggestions from Mr. Rose during his visits to the different manufacturing centers. He will have with him a traveling library containing the principal publications of value to the beginner in export trade, as well as statistics of imports and exports of the United States and the principal countries of the world.

The educational campaign is proving to be very popular. The Bureau has received many letters from business firms, chambers of commerce, and other commercial organizations throughout the United States, asking that their cities be included in the itinerary of Special Agent Rose. The Bureau will make an effort to have the Special Agent visit as many cities as possible before the end of the year.

Mr. Rose expects to make his headquarters at the offices of the commercial organizations of the various cities which he visits. The time of his probable arrival may be learned later on application to the secretaries of the respective organizations.

SWISS TOYS FOR HOLIDAY TRADE.

THE Swiss Legation in Washington has received a cablegram from the authorities at Berne that the Swiss Exposition of Toys has just been opened at Zurich. It is under the auspices of the Swiss Foreign Trade Bureau, 10 Borsenstrasse, Zurich, the formation of which was recently announced. The Legation suggests that American firms interested should promptly delegate representatives to visit the exposition, as orders might thus be executed in time for the Christmas trade.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishing; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Frank M Powers, g, Youngstown, O.

H G Flint, hf, Flint & Co, Providence, R I. Woodward.

P L Beck, c, t, and J Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.

W S Johnson, g, Johnson, Lewis Co, Syracuse, N Y. Broadway Central.

I E Fronani, c, g, Woodward & Lothrop, Washington D C. 334 Fourth ave.

T Baker, hf, R H White Co, Boston. 1270 Broadway.

Isidore Rothstein, c, g, hf, Rosenbaum Co, Pittsburg.

W K Cotterell, c, g, hf, C K Whitner & Co, Reading, P. Grand.

W R Fickes, c, g, hf, Leinbach & Co, Lancaster, P. 315 Fourth ave.

J Weber, hf, Weber's Department Store, Chicag. Broadway Central.

J Frank, hf, Nathan Frank's Sons, Ogdensburg, N. Hotel York.

W E Slasor, hf, Boggs & Buhl, Pittsburgh. 37 We 26th.

S I Warren, t, O'Connor, Moffat & Co, San Francisc. 114 Fourth ave.

N C Meyers, c, g, hf, Wm Hengerer Co, Buffalo. West 35th.

Miss J T Rooney, c, g, Johnson Book Store, Springfield, Mass. Park ave.

P O Fries, c, g, hf, Erie Dry Goods Co, Erie, P. 432 Fourth ave.

J H Nevin, c, g, l, Dudley, Given, Wamsley & C. Rochester. New Grand.

W M Rucker, hf, Rucker Dry Goods Co, Petersbu, Va. Grand.

W H Anderson, c, g, hf, l, P Wiest's Sons, York, P. 105 Grand.

W R Peters, c, g, J McLean & Son, York, Pa. 42 Fourth ave.

O S Carter, c, A Bushnell Co, Watertown, N Y. Imperial.

S R Maxwell, hf, G M Guggenheimer, Lynchburg, V. 353 Fourth ave,

THE GOLFERS.

AS we go to press the second round in the last game of the season is being played by the members of the Pottery, Glass and Brass Golf Association on the links of the Scarsdale Country Club, Hartsdale, N. Y. The morning score was as follows:

	out	in	h'dc'p
Dithridge	53	58	0
Lathrop	58	56	15
McFaddin	44	49	0
Peck	50	50	0
Pitcairn	52	54	plus 1
Boote	52	54	3
McCoy	54	55	12
Anderson	62	78	25
Hinman	56	66	8
Magee	59	59	14
O'Gorman	67	60	30
Gray	56	75	30

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Never before have American salads been so strong in demand as at present. All kinds of decorations are desired, and some very good orders ve been placed. One alone was for 100 gross. Re-ntly a buyer came into this market and wanted to ace a large order, the goods to be delivered within a eek. Needless to say, he didn't get them. Now he shes he taken our oft-repeated advice and anticipated s wants.

* *

A rather active call exists just now for Tom and rry sets. While the demand has fallen off of late on count of the "wet" and "dry" agitation, there is still ite a business done in the line.

* *

The volume of inquiries for pottery products gener-y shows renewed activity, both jobbers and smaller alers seeking information about new lines and pros-cts for early deliveries.

* *

E. W. Hammond spent the latter part of the week the office of the Knowles, Taylor & Knowles Co., ose lines he carries in New York.

* *

Charles W. Harrison, the local decal representative, s returned from his annual fall journey to the factor- in England.

* *

James C. Deens, sales manager for the D. E. Nicol Pottery Co., is now covering the Southern de for his concern.

* *

The covered jug of the Edwin M. Knowles China is in strong demand.

* *

William C. Lynch, of the Taylor, Smith & Taylor s force, has returned from his vacation and has ted over his territory. W. G. Jackson is now work-his Western territory, while Cecil E. Taylor is ering his Eastern route.

* *

Fred Kline, Southern salesman for the Knowles, ylor & Knowles Co., has returned from his territory, and after spending a few days at the home office left for his home in Philadelphia, to remain a fortnight. Mr. Kline has completely recovered his health, and reports the Southern trade active.

*

Fish and game sets are in active demand, some of the potteries having an exceptionally strong run on these specialties. Quite a variety of decorations are to be had on these lines this season.

The demand for the dinner and hotel china lines of the Mayer China Co., Beaver Falls, continues active. The company has recently brought out some new decorations on both lines which have proved very popular with buyers.

* *

W. S. Brunt, with the Consolidated Manufacturers' Co., Grafton, W. Va., has been spending a few days in the district.

* *

Among buyers visiting this district of late were Langley Hawthorne, with Wanamaker's, New York; Robert Caro, with Mitchell, Woodbury Co., Boston; Lee Schoenthal, with Gimbel Bros., Philadelphia, and Maurice Bergman, New York.

* *

More new dinnerware shapes will be shown by local potteries for the January trade than for many years past. At least six new ones will be presented. In almost every instance exclusive decorations will be shown, together with a number of treatments which have proved popular during the past year or so.

* *

While no official announcement has been made, it is conceded that the annual convention of the United States Potters' Association will be held at the Hotel Raleigh, Washington, D. C., commencing December 7. On account of the trend of events during the past year the meeting will be one of the most important held in a long time. It is the intent of President Gosser to have the chairman of every committee appointed at the last meeting of the Association make a report. A number of committees failed to present reports at the meeting

last December, and the president is anxious that this shall not occur again.

* *

Ex-United States Senator Burton, in an address delivered at the Elks Temple here a few nights ago on South American trade and opportunities, declared that a demand for American-made dinnerware existed in Latin America, and urged the manufacturers to cater to the wants of those people and in making shipments see that the packages were of sufficient strength to stand the rough handling at points of entry. The Knowles, Taylor & Knowles Co. have had a very good business with some South American countries during the past year.

East Palestine, O.

The W. S. George Pottery is working to capacity. Mr. George and Mr. Logan, who have been on a trip taking them as far as the Pacific Coast, during which they met with good business almost everywhere, are now on the way home and expect to arrive the last of the month. The concern will put out in January a plain new shape in over fifty decorations. Both of their other plants are also working full.

BOSTON BUSINESS NOTES.

MONDAY and Tuesday saw few in the trade at their posts. Practically all the men who could get away, not to mention many of the women clerks and stenographers, went to Braves' Park for the World's Series ball games. Then, too, there were many buyers who "happened" to drop into Boston from different parts of New England "just by chance" at this time, and almost every one of them hiked off to the games in the afternoon. As a result Wednesday found things exceedingly lively and everyone busy.

Mrs. Mary Frances Briggs, widow of Richard Briggs, who for many years was one of Boston's leading china and glass merchants, died this week in Wakefield, where she had been for the summer. For three years she had been an invalid, but her death came suddenly. Mrs. Briggs, who was eighty-one years old, was a native of Belfast, Me. It is twenty-one years since Mr. Briggs died. Mrs. Briggs of late had made her home with Dr. F. M. Briggs, one of her sons, in Boston. Other sons who survive her are: Richard Briggs, of Lincoln, treasurer of the Richard Briggs Co., who continues the business of his father; Lowell C. Briggs, of New York City, and William S. Briggs, of Lincoln. Charles R. Briggs, another son, died here a month ago.

Shepard, Norwell Co. continued its half-century sale over to Monday this week, owing to the impossibility of accommodating all of the customers who tried to buy last week. Columbus Day the store was closed, as were all the department stores and sample rooms.

Jerome Jones, of the Jones, McDuffee & Stratton Co., and Edward A. Filene, of William Filene's Sons Co., were among the guests at the Chamber of Commerce's luncheon given in honor of Lord Aberdeen this week at the Union Club.

Abbot B. Rice, treasurer of the Tremont Store, Inc., is a candidate for the mayoralty of Newton. He is running on a "good business" platform, supported by his record as alderman and in business. Recently he served on the Minimum Wage Board for the retail trade, and was largely instrumental in bringing about an increase in wages for women and girls.

"Dollar Day" is being observed quite generally throughout New England now, different towns getting their business heads together and drawing much extra trade by specializing in dollar bargains. Malden is the latest to try it. It seems to hit the fancy of the bargain hunter, and plays upon the peculiar trait shown by most people—to spend money for "bargains" only when they are flaringly advertised.

Miss N. Hennessey, assistant glass buyer for N. Vorenberg, has returned from a business trip to New York City.

Hilda MacKinnon, who is employed in George F. Beals' sample rooms, is home from a short vacation spent with friends in Rhode Island and Worcester.

Horace P. Hunt, of the H. P. & H. F. Hunt Co., is visiting the trade in Rhode Island and Connecticut, making the trip in an automobile, accompanied by the company's Rhode Island representative, E. E. Henry.

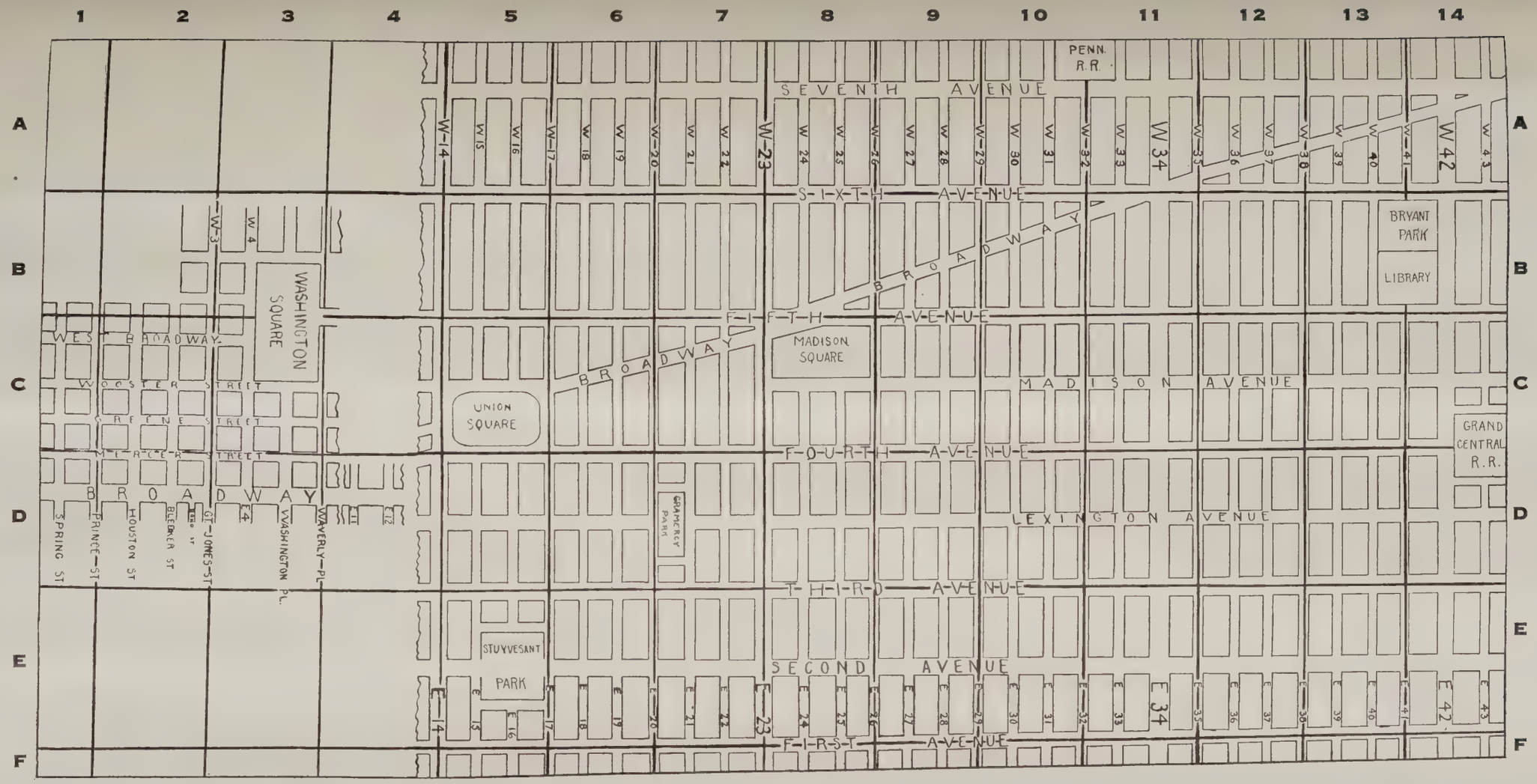
Eben D. Jordan, Collector of the Port Billings, Edward A. Filene and Alexander McGregor were on the general committee which had charge of the entertainment of the Marquis and Marchioness of Aberdeen this week.

A. Brosseau, china, glass and toy buyer for E. Malley Co., New Haven, Conn., is back from a New York trip.

In response to a petition signed by seventy-five well-known Boston business men, a committee from the Chamber of Commerce has studied carefully and this week made a report on the proposed one-cent letter postage. Samuel Johnson, of the C. F. Hovey Co., was one of this committee. The report calls for turning down the proposal, its main point being contained in the statement that "the efficiency of the first-class

Continued on page 22.

Locations of Firms in the Uptown District



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, O. D., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fond-ville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Northwood, H., Co., 19 Madison ave.....C-8

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 85 Fifth ave.....C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

Continued from page 20.

mail service would be impaired to an intolerable degree if, by the use of a one-cent stamp, the distinction between that class and that portion of the third-class carried in envelopes should be abolished." The committee interviewed the managers of large retail and manufacturing establishments in the crockery and glass trade, as well as others, and by courtesy of the postmaster had opportunity to study the actual quantity of third-class matter handled in Boston. The result of this investigation demonstrated that the amount of third-class matter carried is so large that should it be given equal consideration with sealed first-class business letters sent under a new one-cent rate the inevitable result would be serious delay in delivery of important business mail, and consequent injury to the interests of business men, instead of a benefit.

HOW CHIPPED GLASS IS MADE.

THE ever-increasing use of forms of glass which will serve as a screen and yet admit a maximum amount of light makes the study of their manufacture an interesting one. The form most generally used is known as chipped glass. In its manufacture the second grade of glass is used; such imperfections as blisters or pimples, called stones, do not affect the quality of the finished product. The large sheets are first placed on a platform and passed slowly under a powerful sand blast of fine white sand, such as is used in glass making. In a couple of minutes they emerge with the glaze cut from the surface, and are known as ground glass, and much is sold in this form.

The sheets are then coated on the ground surface with high grade glue in liquid form, American or Swiss being considered best. They are then carried to the drying room and placed on racks, where they lie flat until the glue is well dried, which takes from twelve to fifteen hours. They are then placed in the chipping rooms, which are about five feet deep by six feet high, and as long as the size of the building will permit. They are divided by light frame partitions into spaces sufficient to admit two sheets of glass standing on edge with the coated surfaces outward. Coils of steam pipe run under the frames holding the glass, and when the

Continued on page 24.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

DECORATING FOREMAN. Complete understanding of all branches in decorating glass. Address Box A961, this office.

WANTED—Position as traveling representative with a reputable factory in cut glass or jewelers' specialties. Extensive acquaintance and high standing with the best trade of the Middle and North West. Address W. F. C., this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son
The MONTEREY,	Ridgway
The Flow Blue MEISSEN, Onion pattern,	
The Old Blue WILLOW,	
The ORLOFF,	
The MELBA,	
The BRIDAL WREATH, Hotel,	
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The DUSSELDORF,	
The Green Illuminated FLORENTINE,	Johnson Bros.
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The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
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The BLEU DE ROI,	"
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The MARENGO	W. H. Grindley & Co.
The PERSIAN,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The EMPIRE,	Upper Hanley Potteries Co
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	
The Green and Gold MEDALLION Canton China,	
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booth's Ltd
The MARQUIS	
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME	"
The MONTEBELLO,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	" "
The AUTUMN LEAF,	"
The LISBON,	"
The MONACO,	"
The VALMONT,	"
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Juys
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	
The FULDA,	Austrian China
The MUNICH,	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	"
The LOUVRE,	Theodore Haviland & Co.
The HANOI,	" "
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	"
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain, Crossed Swords and	
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 1,000 BINS occupied in our main store and our storehouse in South Boston.

☞ **"Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

heat is turned on and as the glue reaches its dryest point it curls up in pieces from the size of a finger nail to a couple of inches long by an inch wide. The glue adheres so closely to the ground surface that in pulling loose a film of glass is taken with it. The result is the beautiful fern-like tracery familiar to all who have noticed this kind of glass. About thirty-six hours is required for it to peel off clean, and thus complete the process of single chipping. For double-chipping the glue is applied to the rough surface without sanding, as the surface is sufficiently rough to hold the glue. It is then passed through the same process, but the chips are smaller and break up the fern-like appearance of single-chipped.

TRADE VALUE OF A SIGNATURE.

THE attention of American firms attempting to enter the foreign trade is drawn to the practice, on the part of some of them, in communicating with foreign concerns, of sending out trade letters with no written signature, but with only a typewritten signature, usually the name of the firm alone. This is almost invariably construed by foreign merchants as a sign that the American house which does it lacks any real interest in the possible sale of its goods abroad. The result of this policy is well illustrated by a remark made by the manager of a foreign firm. His statement was to the effect that when he receives a trade letter from America, if he sees that the inquirer is sufficiently interested in the marketing of his goods to sign his letter he always gives such communication the courtesy of reply, while if he notices that no signature is affixed to the letter it is promptly consigned to the waste-paper basket. It would be well for American firms to bear in mind this attitude of the foreign merchant, as it is doubtless the attitude assumed by many others.

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Manhattan Brass Co....
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Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware.

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING C

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray S

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

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Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092. Chicago Office, 325-31 W. Madis St

Catalogue Upon Application.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

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Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. P. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY

"HE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.

Old Nos. 52 and 54.

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REPRESENTING:

Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

car O. Friedlaender,

nating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

n stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

HN DAVISON, Inc.,

glish China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co.,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades,
Novelty China Lamps, etc.,

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Tel. Gramercy 5315.



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Haviland & Co

11 East 36th St.

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Japanese Goods.

597 BROADWAY.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.

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China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

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Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

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230 FIFTH AVENUE.

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MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

MOGI, MOMONOI & CO.

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

CHAS. J. DELA CROIX.

H. Northwood Co.
Glassware—Colored and Decorated. Illuminating.

Mercer Glass Co.
Lead Blown Light Cut Glassware.

Tel. Madison Square 9723. 19 MADISON AVENUE.

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Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware, plain, cut, enameled and etched.

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Wellington Glass Co.
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Lancaster Glass Co.,
Pressed Crystal and Decorated Glassware and Vases.

Jos. Phillips & Co.,
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The Sterling Glass Co.,
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Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

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Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

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[I]n China, Limoges. Gustafsberg China, Sweden.
[R]heim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

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W. H. Stockdale, Manager,
Art pottery, jardinieres, advertising novelties and fireproof cooking ware.
133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,
Representing Porzellanfabrik Tirschenreuth,
105-107 FIFTH AVENUE.

The Pairpoint Corporation,
Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.
43 WEST TWENTY-THIRD STREET.

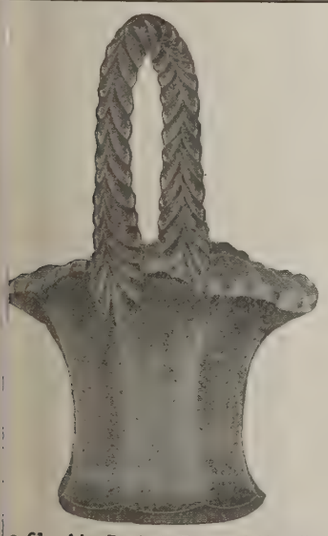
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Distinctive Illustrating and Designing
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The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah
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Marsh & Kidd, 617 Mission St. San Francisco, Ca

ESTABLISHED 1869.

B. F. DRAKENFELD & C

Incorporated

Potterv and Glass Colors.

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OXIDES AND CHEMICALS.

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East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

A. GREDELUE.



Glassware
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Electroliers

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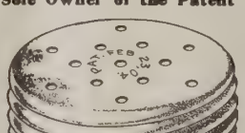
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Celluloid "Salt and Pepper" C
Discs and Metal Rins.

We now carry about forty stock sizes. Wri
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GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

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FRY GLASS

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Look for the Gold Label on Cut Glass.

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806 Heyworth Bldg., Chicago.
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CREATED BY

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ROCHESTER, PA.

Plain and Etched Glassware.

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Manufacturers,

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Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
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"Perfection" Student Lamps.
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Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories:
27th and 28th Sts. and 1st ave.

Western Sales Office,
180 N. Dearborn St., Chicago,

STEADILY SUCCESSFUL.

Our "GLENDORA" Dinner Shape.

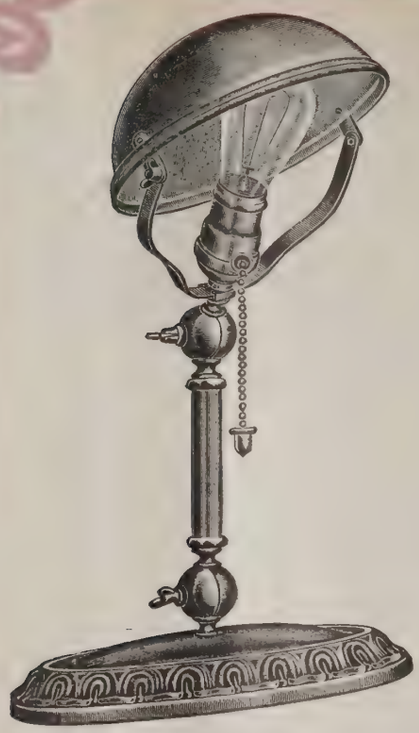
Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

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Ball joint adjustment to any angle.

Reflector is adjustable to any position.

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No. 1227½

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General Offices, Pittsburgh, Pa.

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Philadelphia, 816 Arch St
Boston, 127 Federal St
Kansas City, 309 Victor Bldg.

PITTSBRASCO

St. Louis, 614 Lac Light Bldg.
Baltimore, 122 W.
Chicago, 110 S. V
San Francisco, 61

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of (
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

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New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & C

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RI

It costs but five cents and a *few* minutes' ri come to our store from *any* part of Ne City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Bur
Gas Burners, etc., etc

68 and 70 Park Place, Between Church St. and West Broadway, **New Yor**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Rando
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

Vol. 82. No. 17

Oct. 21, 1915

The Complete Representation of

ROYAL NORITAKÉ CHINA

For 1916 Delivery

Awaits the Inspection of the Trade.

In quality of ware, variety and attractiveness of shapes, and in the beauty of decorations, this year's line shows an unusual advance over its predecessors.

In the selection of our new line special effort has been made to meet the present trade conditions.

MORIMURA BROTHERS,

546 and 548 Broadway, New York.

Chicago, 220 South State St.

Boston, 144-146 Congress St.

NEW ASSORTMENTS:

Tennessee. Ten Strike.

TWO NEW ASSORTMENTS MADE UP OF OUR FAMOUS ART CUT PATTERN.

TEN STRIKE assortment contains twelve dozen; the Tennessee assortment contains fifteen dozen. Both these assortments are made up of ten-cent items, and at our special low prices. These assortments should prove winners.

Illustrations and full details upon request.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

IMPORTANT ANNOUNCEMENT.

I have added to my display of

CELEBRATED AHRENFELDT CHINA

and

SCHIERHOLZ ART CHINA

a line of DECORATED GLASSWARE produced in this country and called

"PATE RIZ."

This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer. 52 Murray St., New York.

ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company
POTTERS.

THIS TRADE THE COLONIAL CO MARK
CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND VITREOUS HOTEL WARE,
FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

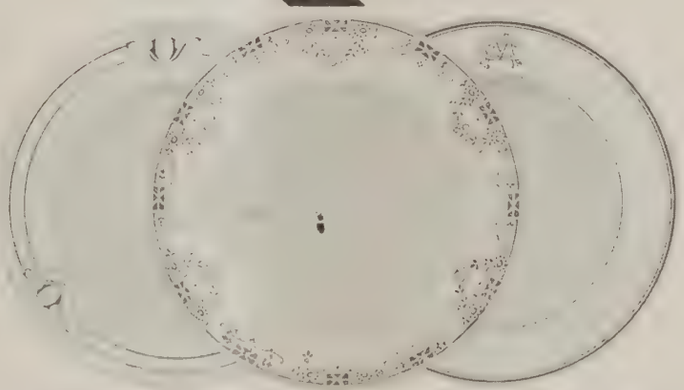
Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



VITRIFIED BODY HARD GLAZE
UNDERGLAZE DECORATIONS A SPECIALTY
BORDER PATTERNS LINES BADGES
USED IN
HOTELS CLUBS RESTAURANTS
INSTITUTIONS &c
CORRESPONDENCE INVITED
THE MAYER CHINA Co.
BEAVER FALLS, PENNA.



OPAL DOMES.

10-in. Bell Top.
10-in. Ring Top.
10-in. Ribbed.
7-in. Vienna.



GILLINDER & SONS, Inc., Tacony, Philadelphia.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

We have, however, a large and varied stock of the old-time GLASS—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

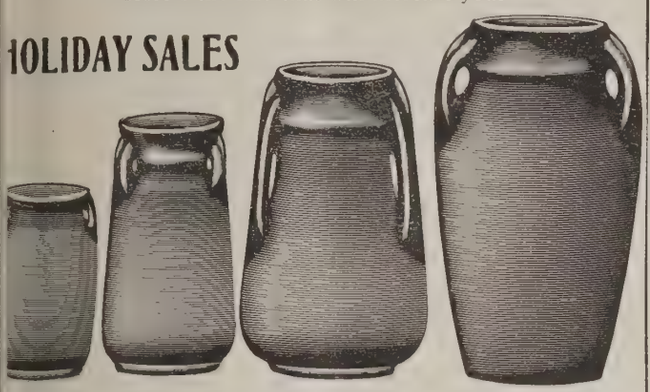
C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

THIS new line of Matt Green has fine texture, good color and has appearance of a high-priced article, but can be retailed at a price within the reach of the masses. Made in *Jardinieres, 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, etc.* Send for handsome colored illustrations—just out. Better yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO.,

Trade Mark W.G. &Co

of Limoges, France,

Trade Mark MARK ON WHITE J.P. L. LIMOGES FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

ROYAL ART GLASS COMPANY,

243 CANAL STREET, NEW YORK.



Portable. No. 861. Decorated in colors.

THE holidays are approaching and the lamp season is now in full swing. We are in a position to fill all orders immediately. Why not give us a call and see for yourself the many new and attractive designs and finishes that have been added to our line?

Also showing domes and semi-indirect fixtures.



Portable. No. 863.

SHOWROOMS:

New Grand Central Palace, NEW YORK.

243 Canal St., NEW YORK.

Lyman Co., 119 East Fifth Street, CINCINNATI, O.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

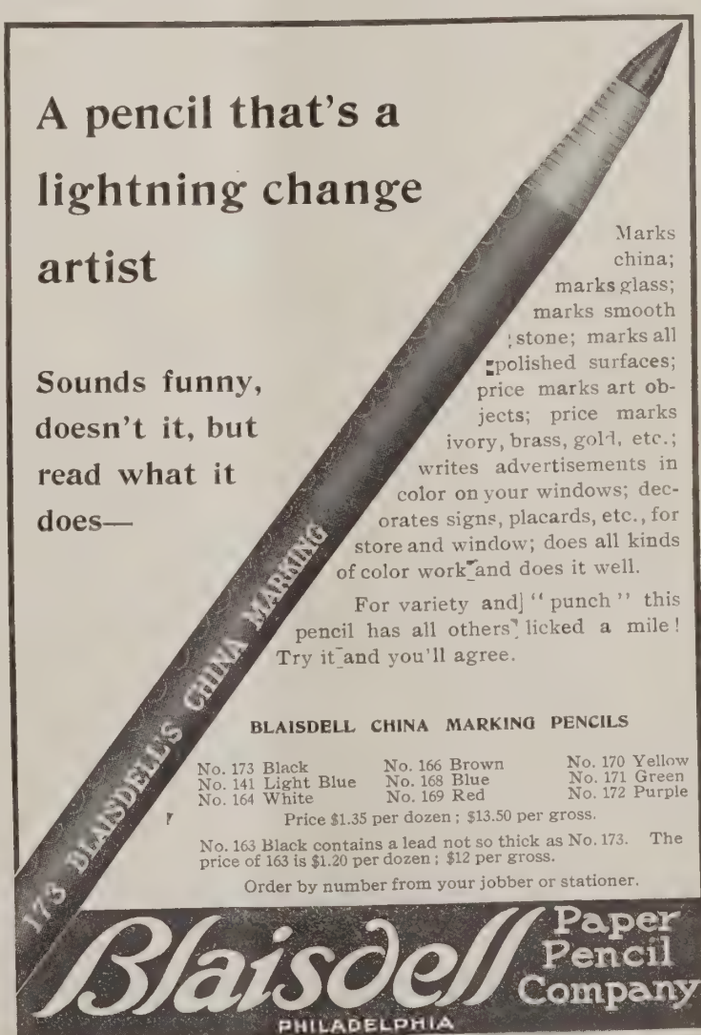
An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

A pencil that's a lightning change artist

Sounds funny, doesn't it, but read what it does—



Marks china; marks glass; marks smooth stone; marks all polished surfaces; price marks art objects; price marks ivory, brass, gold, etc.; writes advertisements in color on your windows; decorates signs, placards, etc., for store and window; does all kinds of color work and does it well.

For variety and "punch" this pencil has all others licked a mile! Try it and you'll agree.

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 Black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross.

Order by number from your jobber or stationer.

Blaisdell Paper Pencil Company
PHILADELPHIA

IMPORTED HOLIDAY GOODS

In Stock Right Now

FOR IMMEDIATE DELIVERY

Our Immense Shipments, just arrived from Rotterdam, bring the best assortment of Holiday Merchandise ever placed on Sale, including a splendid representation of

POPULAR PRICED CHINA, DOLLS, TOYS AND KINDRED LINES

Especially adapted to Department Store Trade

The lines listed below are now in stock ready for immediate delivery. EARLY SELECTION is not only *Important*—it is *IMPERATIVE.*

CHINA	**Every kind of fancy item for the Holidays, as well as the Staple Dinnerware Lines. All prices completely represented.**
TOYS	**Of *Every* kind, Mechanical, Musical, Entertaining, Instructive, Etc., Etc.**
DOLLS	**Kid Dolls, including the Celebrated Kestner make Jointed Dolls, Character Babies of Kestner and Handwerck and other makes, also Dressed Dolls.**
KEWPIES	**Kewpie Dolls and Novelties, complete assortment.**
STEIFF'S FAMOUS ANIMALS AND FIGURES	**World Famous, and necessary to every complete Holiday stock.**
SPEAR'S GAMES	**Known to Toy Buyers everywhere. Complete Stock for delivery at once.**
RICHTER'S STONE ANCHOR BUILDING BLOCKS	**The ideal Toy to aid children's mental development. Beautiful Sets to retail complete from 25c. upwards.**

As a final word we repeat Buy EARLY

GEO. BORGFELDT & CO.

16th Street at Irving Place **New York City**

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 21, 1915

THE CONDITION OF BUSINESS.

New York

After a noticeable diminishing in the number of out-of-town buyers here last week there were enough fresh arrivals t give life to the trade in the local showrooms, and in a g at many cases business was better than the dealers h d anticipated. This, together with the satisfactory r orts that continue to come in from the road repres tatives, leads to the general belief that conditions a slowly but surely on the mend. While some of the b siness done now is naturally attributed to holiday n ds, a good deal of it is of a character that the holiday s son does not stimulate in any degree; consequently i s fair to assume that it is a reflection of the improve nt in conditions.

Buyers are regaining confidence, and are inclined t be slightly more liberal. They are beginning to r lize that the hand-to-mouth buying that has charac t ized their orders for many months past has had its e ct on the volume of sales—their conservative buying h ving inspired similar conservatism in their customers. T e store was afraid to buy, and the customer soon f owed its example of retrenchment. Where stocks w e allowed to dwindle, business suffered, as a matter o course. Where stocks have been kept up there has b n less complaint about poor patronage.

Demands for matchings and reorders from stock c tinue good, with a better request for new designs a l a sprinkling of import orders.

Merchandise from stock is in active request at the J anese houses.

Orders with the lamp concerns are becoming more satisfactory. They are now getting business they should have had several weeks ago. Lamps are among the big sellers during the holidays, and from this time on the demand ought to be good.

Domestic pottery is in excellent demand, and the outlook for the future is bright.

Blown glassware in light cutttngs is at present in special favor with buyers, and a good volume of business is being booked.

Reports from nearly all sections of the country tell of the unchecked growth of new enterprises, which, while manifest in varying degree in different lines and localities, is everywhere stimulated by the exceptional strength of the fundamental situation.

Pittsburgh and Vicinity

Glass manufacturers throughout this district report a decided spurt in business. Additional shops have been added to the capacity of some of the factories, in order that production might be increased. Cut glass blanks are in demand. Light blown ware is in good request, and the light cut and etched lines are also active. Lighting glassware is selling well.

East Liverpool and Vicinity

Business is being received by the manufacturing potters in this district in good volume, and every plant is on the active list. Dinnerware is in good demand, while specialties, such as

salads, fish and game sets, are having a better sale than for many months. Buyers have been coming here, not so much with a view of placing orders as to hurry the shipment of those already on file. The labor situation has cleared, and the plants are assured of steady operation throughout the balance of the year.

AT HONESDALE, PA.

HONESDALE is enjoying an industrial boom, its only drawback being a scarcity of workmen. These are just at present at a premium in the cut glass line, as many, owing to dull times through the summer, secured employment in other places.

The Krantz & Sell Co. have orders ahead to keep their factory working night and day if they had sufficient cutters.

C. Dorflinger & Sons, White Mills, are now on full time, employing 350 men. L. J. Dorflinger told your representative that the factory expects to give employment to 500 men before Christmas, provided potash does not jump too high.

The McKanna Cut Glass Co. is working fifty-five hours, and orders are on a steady increase.

Plans are under way for the establishment of a blowing factory in Honesdale. The Board of Trade is negotiating with a New York concern for the removal of its plant to this place.

The Penn Cut Glass Co., Prompton, is running full time, giving employment to forty-five hands.

Sheriff Kimble has turned the key in the door of the Crystal Cut Glass Co.'s factory. The building was erected a few years ago by Kelly & Steinman, now of Deposit, N. Y., and is one of the best cut glass structures in Honesdale.

The T. B. Clark Co. is working fifty-five hours with a large force of men.

The Union Cut Glass Co. is doing a good business.

The Irving Cut Glass Co. is very busy. Time here was recently increased from half to full.

Charles Northwood, who for many years has been superintendent of the decorating and etching room at the Dorflinger plant, White Mills, has relinquished his position and will embark in business for himself, possibly in New Jersey.

Petitions in bankruptcy were filed here last week against Pierson B. Peterson and the Crystal Cut Glass Co. The McKee Glass Co., Jeannette, Pa., is the principal creditor, alleging it is owed $1,000 by each on notes which went to protest.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week endi
October 19, 1915.

LIVERPOOL

32	packages	earthenware	Meakin & Ridgw
16	"	"	Knauth, Nachod & Kuh
9	"	"	C Goe
21	"	"	J Davis
22	"	"	Lazarus & Rosenfe
13	"	"	L A Consmill
27	"	"	H C Edmist
6	"	"	Maddock & Mill
1	"	"	Rowland & Marsell
3	"	"	Butler Br
19	"	"	F Boo
30	"	"	R Slimmon & C
14	"	glassware	W H Plummer & C
2	"	"	Rowland & Marsellus C
7	"	"	Lewis & Cong
1		"	Oeschlaeger Br
14	"	"	F G Sternbe
10	"	"	S Bache & C
25	"	chinaware	T S Todd & C
1	"	"	F Boo
16	"	"	J Davis
68	"	"	Meakin & Ridgw
32	"	"	W S Pitcair
1	"	"	Rich & Fish
10	"	toys	Sutherland Int Dispatc
35	"	"	Meccano C
1	"	"	Brown Bros & C

LONDON

10	packages	glassware.	American Express C

HAVRE

100	packages	chinaware	Haviland & C
13	"	"	Gimbel Br
24	"	toys	F W Woolworth & C
6	"	"	B Rothschil
67	"	"	Geo Borgfeldt & C
6	"	"	American Shipping C

ROTTERDAM

612	packages	toys	Strobel & Wilken C
99	"	"	S Gabriel Sons & C
208	"	"	R H Macy & C
164	"	"	G W Travers & C
1 604	"	"	Butler Br
409	"	"	L Wolf & C
685	"	"	B Illfelder & C
221	"	"	M Field & C
89	"	"	A Steinhardt & Br
17	"	glassware	A & H Veit
55	"	"	A J Hague & C
11	"	"	R S Von Kokerit
11	"	"	Samstag & Hilder C
64	"	"	Schenk & C
702	"	"	Fensterer & Ruh
116	"	"	Strobel & Wilken C
105	"	earthenware	L Straus & Son
135	"	"	H Burr & C
93	"	"	Strobel & Wilken C

BORDEAUX

12	packages	chinaware	H Creang
7	"	"	L Touquet
13	"	"	J J Hine
13	"	"	Jones, McDuffee & Stratton C
28	"	"	Wm Guerin & C
18	"	"	W Gibson & C
1	"	"	Overton & C

GENOA

9	packages	glassware	R F Downing & C
1	"	chinaware	H Creang
2	"	earthenware	D C Andrew
15	"	toys	Sutherland Int Dispatch C

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

It was thirty-six years ago to-day that the first electric incandescent lamp was commercially introduced. That was on October 21, 1879, and the story of the development of the incandescent light after that experimental triumph is fully as wonderful as the experiment was, though that itself was the culmination of fifteen months of continuous toil.

The filament he used then was simply a scrap of paper which he had baked in an oven till all its elements had passed away excepting its carbon framework, for this was before he had discovered the availability of carbonized bamboo. After its discovery the latter substance was used for about ten years in making filaments for commercial lamps. This was followed by the "squirted" filament, employing carbonized cellulose in one form or another. Next came the metalized carbon filament, then the pressed tungsten filament, and finally the special form of drawn tungsten wire used in modern Mazda lamps.

Edison practically began his experiments in electric lighting in September, 1878. Just previously to this he had returned from a visit to a Connecticut factory where an electric arc lamp was used, which concentrated his thoughts on the subject of lighting by electricity, and he determined to tackle the problem. Speaking of his entrance into the field, Edison has said: "In those days it was easy to see what electric lighting needed—it wanted to be subdivided. The lights were too bright and too big. What we wanted was little lights and to distribute them to people's houses like gas."

Of the two systems before him, the voltaic arc and the incandescent, Edison chose the latter as the practical one for the subdivision of electric lighting into small units. The discovery of the proper substance and method for securing the incandescence proved the seeker. The almost boundless scope of his investigations, which is so characteristically epitomized in his remark, "We tried various things," is evidenced in some measure by the patent records.

The substances that were experimented with included electric arc light carbon (made into paste and rolled into threads), cotton, thread, vulcanized fibre, jute, palm fibre, grasses, carbonized flax, threads made of lamp black and tar, charcoal, hemp, soft paper, fish line, various combinations of paper and tar, linen, cardboard, celluloid, boxwood, cocoanut hair and shell, shavings from hickory, baywood, rosewood and a thousand or more other varieties of wood, lamp wick, punk, cork, bamboo fibre. The practical filament was finally found in the fibre growing just under the outside hard surface of a certain variety of bamboo.

Commenting on the stirring scenes in the laboratory at the time of the discovery, Mr. Edison says: "We sat and looked, and the lamp continued to burn, and the longer it burned the more fascinated we were. None of us could go to bed, and there was no sleep for over forty hours. We sat and just watched it with anxiety and growing elation.

"It couldn't be put on the market, of course, but it showed unmistakably that electricity could be used for incandescent lighting. I spent about $40,000 in bringing the investigation up to that point; and yet in a way this was only the beginning. A little later we placed several hundred paper filament lamps on the market. Although people liked them, I knew we could do better. So I began a hunt for the right kind of carbon. Men were sent all over the world to collect grasses and fibres that looked promising. They brought back several hundred, and out of the lot I selected a certain kind of bamboo that grows in Japan. We made filaments out of that for nine years."

In regard to installing his first central station, the old Pearl street station in New York city, he has said, "You cannot imagine how hard it was. There was nothing that we could buy or that anybody could make for us. There were no high speed engines, and the manufacturers said they were impossible."

Mr. Porter, of the old Porter-Allen Engine Co., built for Edison his first high speed engine of 150 horsepower and 700 revolutions a minute. Edison says: "We set the machine up in the old shop, and as we had some idea of what might happen, we tied a chain round the throttle valve and ran it out through a window into the woodshed, where we stood to work it.

"It ran; oh, yes, it ran. Every time she turned over she shook the firmament and tried to lift the whole hill with her. Toned down to 350 revolutions, however, she ran satisfactorily."

While this work was going on in the shop under-

ground mains were being laid in New York. "During this period," says Edison, "I used to sleep nights on piles of pipe in the station." Finally, the great day for trying out the system arrived. "We started one engine and all was well, and we had 500 ohms resistance. Then we started another engine and threw them in paralell. Of all the circuses since Adam was born, we had the worst then.

"One engine would stop and the other would run up to about 1,000 revolutions. Then they would seesaw. When the circus began, the gang bolted and kept running for a couple of blocks. But by connecting all the governors together the engines were finally made to behave.

All this work paved the way to the original scientific investigation in the lighting field now being carried on in the research laboratories of the General Electric Co. by a large corps of lighting experts and scientists. The technical skill employed to improve constantly electric lamp and lighting embraces every phase of associated invention, design and manufacture. Practically every branch of science and engineering is represented in this work of experimentation, testing and development.

Edison has emphasized the value of continuous research work. "No invention is perfect," he says, and the incandescent lamp is not an exception. Light without heat is the ideal, and that is still far off. The electric incandescent lamp of to-day is the cheapest form of filament that has ever been produced, but some day it will be cheaper and colder than it is. There is a good deal of truth in the saying that the firefly is the ideal. It is, so far as coldness goes. But its color is against it.

"You couldn't use a thousand candle firefly to match colors, and you wouldn't want the insect to light up a street, because his light would be a hideous greenish yellow. But some day we will get reasonably near the firefly for efficiency without copying his disagreeable color. That task needs much investigation, much research of the kind we did in 1879. The research that we began then is still going on, and it always will go on. Somehow, each new discovery opens up the way to another."

Judge Hand dismissed the petition in bankruptcy filed on August 26 against Kramer Bros. & Co., manufacturers of lamp shades at 213 Grand street, this city, on a settlement with creditors at twenty cents on the dollar.

One of the lamp concerns that never complains of dull business is the Royal Art Glass Co. The factory is always working to capacity to keep up with orders. The reason for this is that the concern turns out a line of unusual beauty, always kept strictly up to date by the constant addition of new designs. In the extensive ist of styles there is something to suit every taste and every purse.

AFFAIRS OF ART CHINA IMPORT CO.

THE trustee in bankruptcy for the Art China Imp Co. has filed his final accounting with the refer at whose office it may be inspected. A final meetin the creditors will be held in the referee's office, Broadway, at 10:30 on Tuesday, November 9, for t purpose of examining the trustee's account, selling auction the outstanding book accounts and declari the final dividend, if any funds are applicable there

J. HAMILTON FLEMING KILLED.

A CABLE received this week by W. S. Pitcairn fr W. H. Grindley & Co. says that J. Hamilt Fleming, of the firm, had met death while fighting f his country.

The news will be received with deep regret by t many friends he had made on his several visits to th country.

Mr. Fleming is the second member of the Grindl concern to meet death as a result of the war. Arth Wood, designer for the company, was drowned wh the Lusitania went down.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Sept. 25, '15	Correspond-ing period 1914	Exports Jan. 1st to Sept. 25, '15	Corresp ing pe 191
Boston..	279	332	3665	476
New York	958	993	7331	758
Baltimore . ..	442	422	5778	653
Philadelphia...	102	178	2014	202
New Orleans ..	108	62	652	92
Newport News.	....	....	61	8
San Francisco.	81	....	1425	100
Portland, Me..	....	10	1006	100
Galveston.	10	90	10	63
Portland, Ore..	1	....	141	...
Inland Points..	8	4	436	42
Total..	1989	2091	22519	2498

From the Freight and Shipping Circular of Smith, Christm Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 25, '15	Correspond-ing period 1914	Exports Jan. 1 to Sept. 25, '15	Corresp ing pe 191
New York ...	112	146	7331	840
Boston	102	68	3665	483
Philadelphia	62	21	2004	211
Baltimore	129	14	5778	653
San Francisco	81	....	1395	104
New Orleans	5	....	652	99
Portland, Me..	....	....	1006	100
Galveston .	....	46	10	63
Newport News.	....	....	61	10
Portland, Ore	....	....	141	...
Inland Points	8	....	487	25
Total..	499	295	22530	2593

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Thirty two firms have confirmed their reservations for the Pittsburgh Fair next January, and indications point to a larger array of exhibits n has been the custom in past years. In the list of ıibitors printed below a number of changes in repre-ıtatives are noted, and several firms which have been ıspicuous by their absence in the past are arranging displays. The Higbee Glass Co. will be at the Pitt this season. Two years ago the concern had a ge display in the Oliver Building, and last season vers were taken to the factory. The Fenton Art ıss Co. is a new exhibitor. A score or more of re-ests for reservations are pending. Several lines of ısefurnishings, together with aluminum and enamel re, will be displayed; also a number of lighting glass-re lines. Reservations to date follow:

J Collins.....Hocking Glass Co, Lancaster, O
H W Thomas ....Diamond Glass Co, Indiana, Pa
L P Martin.. ....Lancaster (O) Glass Co
A F Mayer.....Mayer China Co, Beaver Falls, Pa
Carl Northwood...H Northwood & Co, Wheeling
C E Taylor.....Taylor, Smith & Taylor Co, E Liverpool
David Fisher.. ...New Martinsville (W Va) Glass Mfg Co
H D Wintringer...Steubenville (O) Pottery Co
Geo R West.. ....Westmoreland Spec Co, Grapeville, Pa
R B Reineck.....Keystone Line, Grapeville, Pa
W F Witherall....Edwin M Knowles China Co, East Liverpool
F H Vaughn.....Brush-McCoy Pottery Co, Zanesville, O
A J Bennett . ....Cambridge (O) Glass Co
A A Graeser.....Duncan & Miller Glass Co, Washington, Pa
E E Hamblin.....S Herbert Glass Co, New York
Frank C Branum..McKee Glass Co, Jeannette, Pa
H B Whitney.....Phoenix Glass Co
B Uniack. .....Rochester Cut Glass Co
E W Hammond...E W Hammond Co, New York
W P Ellisson.....Geo F Bassett & Co, New York
S S Bryce.....Bryce Bros Co, Mt Pleasant, Pa
W A Reaper.. ...Co-Operative Flint Glass Co, Beaver Falls, Pa
H C Jenkins.....D C Jenkins Glass Co, Kokomo, Ind
C P Reddrop. ....Summit China Co, Akron, O
W J Patterson.....Star Glass Co, Star City, W Va
M Herbert ... ...United Cut Glass Co, New York
R C Fenton.....Fenton Art Glass Co, Williamstown, W Va
Geo H Woodworth.S A Weller, Zanesville, O
Tarentum (Pa) Cut Glass Co
I M Clarke.. ....John B Higbee Glass Co, Bridgeville, Pa
Harry M Bortz....Ideal Cut Glass Co, Philadelphia
Walter M McClure Hazel-Atlas Glass Co, Wheeling

Catalogues of pressed, blown and lighting glassware are wanted by the following firms: Kleinschmidt Hardware Co., Baker, Ore.; Lewis Hardware Co., Tecumseh, Okla.; A. T. Stephens, Cyril, Okla; Rector & Longbolle, Jud, N. D.; Duval Hardware Co., Anaconda, Mont.; Sutton & Son, Dublin, Ind.; J. C. Thomas, Herrick, S. D.; Peters Hardware Co., Waverly, Wash; Mallett Bros. Hardware Co., Texhoma, Okla.; Corner Hardware Co , Alma Centre, Wis.; Helland & Strand, Plentywood, Mont.

Frank E. Freese, manager of the lighting glassware department of the United States Glass Co., and for the past eighteen years a member of the executive committee of the Pittsburgh Credit Men's Association, was honored by the Association at its weekly luncheon at the Ft. Pitt Hotel. He had refused re-election as a member of the committee, and for his work in behalf of sound credits the Association presented him with a costly oil painting.

Lamp chimney manufacturers and a committee of workers held a brief joint meeting here in the rooms of the Glass Association to consider routine matters.

Canadian merchants have been rather liberal buyers of American glassware of late. Portables have also been taken well, and some very large shipments are now going across the border. Decorated tableware is also in favor with Canadian buyers.

Beauty and durability constitute the features of the 24-karat burnished gold line of blown ware of the United States Glass Co., which is being shown in a service of thirty-five articles and with six different decorations to select from. The line is having an exceptional heavy sale among the jewelry trade and the high class

department stores. A neatly-printed folder, entitled "Rims of Gold," telling all about the line, is now being forwarded to the trade.

Decorated glassware in assortments is having a very fair movement just now.

George Malone, of Malone & Nicholson, New York, and Fred H. Scarborough, Philadelphia, who represent the lighting line of the United States Glass Co., in their cities, were here last week arranging for a display of a host of new features the company will announce shortly.

The new plant of the Fostoria (O.) Glass Novelty Co. is now working on steady time, and a general line of ware is being made. The sales department is under the management of W. G. Edmonds, who is also assistant secretary of the company.

Cut glass water sets in over fifty different patterns are being made a feature by the Rochester Cut Glass Co.

The Oriental Glass Co. a few days ago booked an order for 6,000 dozen of one item of decorated ware.

Bar lines are showing a little more activity.

AT CHICAGO.

CONDITIONS in the china and glassware trade continue to show improvement. Not a single complaint was heard by the writer. Representatives of high grade domestic potteries say they are doing more business than they ever dreamed could be done. In view of the lack of imports the manufacturers of fine dinnerware are reaping a harvest.

Peter G. Rinkin, manager of the china and glassware department of the Boston Store, has purchased a new home at 2727 Seventy-sixth Place, near Lake Michigan, on the south side of the city. He denies that he will engage in horticulture to any extent, although he he now has an ample back yard.

Oscar C. Helm, with Ira A. Jones & Co., is receiving the congratulations of his friends on the announcement of his approaching marriage to Miss Steffy Steiner, of Columbus, O. The ceremony will take place in that city during the holidays.

David Bloom, of San Francisco, passed through the city last week on his way to Pittsburgh and New York. He is putting on the market a new variety of glass jar which he has perfected.

Jack Carling, vice-president of the Pope-Gosser China Co., Coshocton, O., was in the city last week on a business trip, and while here made his headquarters at the office of Ira Jones & Co., local representative of the line. He says the factory was never busier a this season, and that it is a case of producing goods rather than getting orders.

H. M. Kelly, commercial manager for the United States Glass Co.'s Gas City, Ind., plant, was visiting the local branch last week.

Earl W. Newton, who represents the Imperial Glass Co. and the Economy Tumbler Co., has returned from a trip to the Panama-Pacific Exposition.

H. C. Fry, president of the H. C. Fry Glass Co. Rochester, Pa., has returned to the factory after spending several days in the city, during which he spoke before the newly-organized Pick Progressive Association

Norman E. Walker, representing Meakin & Ridgway, New York, was showing buyers his samples at the Palmer House.

J. D. Donaldson, who represents the Homer Laughlin China Co., was shaking hands with his friends at the Hotel Sherman last week.

WHEELING "WETS" MAKE BIG SHOWING.

THE prohibitionists and anti-prohibitionists of Wheeling, W. Va., engaged in a peaceful contest last week to demonstrate the direction in which Ohio county leans on the "wet" and "dry" issue. Practically all Wheeling crowded the sidewalks to watch the opposing factions. The "wets" won, twelve to one. Accompanied by the blare of many bands, the honking of automobile horns and the cheers of the marchers, they swept through the streets over 2,000 strong. The prohibitionists assembled exactly 172.

Three hundred and twenty-five glassworkers marched with the "wets."

POTASH PRODUCED FROM ALUNITE.

PRODUCTION for the first time in the United States of commercial mineral potash is announced by Secretary Lane, of the Interior Department. A report has just reached the Department from a special agent of the Geological Survey telling how by a simple process potash had been produced from alunite found in a great vein in Piute County, Utah. Alunite is known to exist in large quantities in Utah, Colorado, Nevada, California, and Arizona. The Utah alunite experimented with is in a vein ten feet wide which has been traced for about 3,500 feet. In depth has not been ascertained. More than 200 tons of the mineral have been milled, producing two tons of 99 per cent pure potash.

THE METROPOLITAN MARKET

DESCRIPTION fails to do justice to the extensive new import line assembled by Morimura Bros. for th season of 1916. In diversity of designs and numb of novelties they have excelled all previous records -which is saying a great deal. In Royal Noritake dinerware there are many patterns in rich enamel tatments designed along the lines usually seen in t best products of the European factories, and the fe quality white body china leaves nothing to be desed. In fancy lines there are a number of original i as also in European styles of decoration, and new sapes and novel articles for utilitarian purposes in such profusion that the buyer needs to pay a personal visit t get an adequate idea of their salable qualities.

Recent arrivals of immense invoices of holiday goods make the stock department of Geo. Borgfeldt & C. one of the most attractive in the market. In china here is everything imaginable in fancy lines as well as dinerware. Toys of every description are shown in extensive assortments, and dolls of all kinds, including the celebrated Kestner jointed, "Kewpie," and other popular styles. All are stocked for immediate delivery.

The Potomac Glass Co.'s complete display of fine hd blown glassware is now on exhibit at the salesroom the Horace C. Gray Co. The quality of ware proced by this factory is well known to the trade, and any new designs and shapes have been brought out at add considerably to the attractivenesss of the line. rticularly commendable are several dainty new light t patterns in stemware, berry sets, jugs, tumblers, mports, and a number of other useful pieces.

There is a daintiness of the kind that readily attacts the eye of the consumer about the latest additions the dinnerware samples recently arrived from Limges at the salesroom of L. Bernardaud & Co. The ew treatments in coin gold are particularly effective nd of unusual interest, for they get away from what ordinary seen in this class of design. The other styles of decorations are equally pleasing, including a tasteful conception in black and white. Altogether it is an exhibit that the enterprising buyer should not miss.

There is no one in the trade more wide awake to the possibilities of the export business than A. M. Ferris, in charge of this department for Cox & Lafferty. Through his management there is a steady increase of goods going to foreign countries. He receives inquiries from almost every corner of the globe, and it is really surprising to learn the number of different countries to which they are now shipping.

The new designs in glassware at the salesroom of C. Dorflinger & Sons are very commendable and should be seen by every buyer looking for something unusual, for there is an exclusiveness about the patterns that will please the discriminating customer. There are various forms of decoration, including rich gold incrustations and other decorative treatments, as well as two tasteful conceptions in black and white designs, all executed in the high class manner characteristic of Dorflinger glassware.

The Edwin Bennett Pottery Co., Baltimore, Md., announces the appointment of A. H. Hays as representative for its line in the metropolitan district.

Buyers in urgent need of goods appreciate the convenience of the quick deliveries made from stock by Otto Goetz. Especially attractive for the holiday trade is the comprehensive showing of bisque figures and novelties. He is also displaying a salable line of Japanese chocolate and tea sets in a variety of characteristic decorations and shapes.

Another new line from the Imperial Glass Co., Bellaire, O., at the salesroom of Cox & Lafferty is a deep plate etching of a grape pattern exactly suited to the shapes. It is made in a full list of items for table use, and should prove a winner if daintiness and attractive prices count for anything.

FOUNDED IN 1874

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 21, 1915.

AN AID TO SELLING.

THE illustrated catalogue is a great help to retailers; yet the majority of them do not seem to appreciate the benefits to be derived from its use.

It is impossible for a retailer to carry every item made by every manufacturer. Nor, if it were possible, would it be wise, for there are many pieces for which there may be a slow call in his locality. But with catalogues at hand he virtually has the whole production from which to select.

The retailer should have every available illustrated price list possible in his store. He should have a place to keep them where they can be kept clean and at the same time be convenient of access. It should be a rule rigidly enforced that when a catalogue has been taken from the "library" to show a customer it should be returned to its place. As it is, all too often, these catalogues lie around anywhere, get torn and dirty, and are frequently lost. They cost money, to say nothing of the time and trouble taken to compile them. Some of them are very expensive, and yet they are too often treated with scant courtesy. If they had to be paid for they would be regarded more highly. The wholesalers are altogether too amiable in the matter. If one is lost another is sent—sometimes three or four in a year.

When it is announced that any firm is getting out a new catalogue, lose no time in sending for it, whether you are a patron of the house or not. It may contain just what you need or have been looking for. And when you get it, take care of it!

PERSONAL.

THE greatest enjoyment James B. Boote can have is to get out into the woods on a hunting expedition, and he is going to satisfy a desire to "pop" a few partridges next week. On Saturday he will motor to Binghamton, N. Y. with a party of friends, and will spend the week practically living in the open country near that place. He forgoes the pleasure of a summer vacation to enjoy a hunting trip in the fall, and says it's the greatest bracer a man can have.

W. E. Church, formerly with Bawo & Dotter, and later with Rich & Fisher, Fifth avenue, is now with Frank R. Martin, Detroit.

Frank H. Vaughn, the popular traveler for the Brush-McCoy Pottery Co.'s line, was a welcome visitor in the District last week. He left on Friday for Philadelphia, Baltimore and Washington, whence he will make his way West. He said the Brush-McCoy goods are growing more popular every day, and his well-filled order book proved it.

Fred H. Fuller, cut glass manufacturer, Corning N. Y., passed through the city the latter part of last week on his way back to the factory after completing a very successful trip through the New England States during which he reports booking enough business to keep his plant working full for several months to come.

There will be sincere regret among the friends of Frederick Morse, manager of Gillinder & Sons' New York office, to learn that it was necessary for him to undergo a third operation on Monday of this week. Considering his weakened condition, he is at present doing as well as could be expected.

J. H. Venon was in Detroit on Monday, headed for Chicago. He reports an excellent business.

Jos. Bruen left last Friday for the Middle Western States with the Royal Art Glass Co.'s line of lamps.

Homer J. Taylor, of Knowles, Taylor & Knowles, and Oliver Sebring, of the French China Co., East Liverpool, were visitors at the salesroom of the E. W. Hammond Co. last Friday and Saturday.

Cards are out announcing the marriage of E. E. Wilgus, with the Buffalo Pottery. The ceremony took

ace last week. Mr. Wilgus has been a widower for ɔout three years, and his second venture was a pleas-ıt surprise to his large circle of friends.

⚜

Albert Rehberger is stirring things up among the tailers on Long Island this week with the lines of the ıul Mfg.Co.

⚜

Leaving Friday in his car, and accompanied by his mily, D. King Irwin, manager of the local office of e Cambridge Glass Co., will spend most of next week otoring through the Berkshires.

⚜

R. G. Haugh, in charge of the export department the United States Glass Co., Pittsburgh, was a sitor at the New York office of the concern on Monday d Tuesday of this week.

⚜

Geo. S. Sylvia was registered at the Hotel Statler, troit, on Monday of this week. He is doing a big siness in the regular lines of the Pairpoint Corpor-on and captured two big orders for specialties.

⚜

W. A. B. Dalzell, president of the Fostoria Glass ., Moundsville, W. Va., arrived in town on Tuesday t attend the meeting of the Association of Flint and ıne Glass Manufacturers.

⚜

H. M. Felker, of Pittsburgh, familiarly known as onny," is in town this week shaking hands with his ny friends.

⚜

C. H. Blumenauer, president of the Jefferson Glass C , Follansbee, W. Va., arrived in town on Wednes-d to confer with his local representative, Frederick S lton.

⚜

Harry B. Whitney left Detroit on Sunday night a r a two days' stay. He has a good following in th t city and booked a number of orders.

⚜

C. H. Hurlbutt, buyer for the D. M. Read Co., B geport, Conn., was in the market this week placing o ers and was quite enthusiastic about the improve-m ıt in business.

⚜

Ernest T. Wetton, of C Dorflinger & Sons' travel-n staff, arrived here on Monday from a seven weeks' r through the Middle West and reports a marked im-pr ement in conditions throughout that section.

⚜

There is a good reason for that broad smile rry" Mott, William Dougherty's assistant with the Co solidated Lamp and Glass Co., is wearing this we . He has just won an eight-cylinder Cadillac in a c ntest conducted by a New Jersey newspaper, hav-ing sent in seventy-six correct solutions of ninety prob-lems submitted.

⚜

H. A. Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., is in town this week talking mat-ters over with H. F. Weber, local representative.

OBITUARY.

JOHN J. IVES, known to many of the old-timers in the trade, died at his home in Brooklyn on Mon-day. He was for years a salesman with C. Dorflinger & Sons, and previous to that had been with C. F. A. Hinrichs. After leaving the employ of Dorflinger he traveled for Koscherak Bros. for a short time. His last connection with the business was with R. H. Macy & Co. as a salesman in the china and glass department. He was liked by everybody, and was noted for his good nature.

GLASS MANUFACTURERS MEET.

THE October gathering of the American Association of Flint and Lime Glass Manufacturers, and the first of the quarterly meetings to be held under the new arrangement, took place last Wednesday at the New York Chamber of Commerce, 65 Liberty street.

Besides President Marshall W. Gleason, of the Gleason Tiebout Co., there were present W. F. Dor-flinger, of C. Dorflinger & Sons; F. R. Fish, Pairpoint Corporation; W. A. B. Dalzell, Fostoria Glass Co.; C. H. Blumenauer, Jefferson Glass Co.; E. J. Van Houten, Williamsburgh Flint Glass Co.; and D. King Irwin, Cambridge Glass Co.

The actuary was instructed to take up the matter of the government order to pack products for export in excelsior with the authorities at Washington to see if the manufacturers could not obtain the right to use disinfected hay instead.

It was voted that action should be taken regarding a recent order of the State Board of Health of Ohio compelling unreasonable and impracticable sanitary measures in the cleansing of glass serving utensils used in ice cream stores and soda fountains, with the alterna-tive of using paper cups, plates, etc., which would prob-ably result in a material loss to the glass factories. The Indiana, Federal, Cambridge, and United States glass companies were appointed as a committee to confer with the officials.

A resolution was passed that the members of the Association be polled by mail as to wether or not they are in favor of employing a traffic attorney to look after their interests and try to obtain a more equitable ad-justment of the classifications of glassware.

The president was authorized to appoint a com-mittee to take up the question of preparing for tariff re-

vision at the next session of Congress and to attend official conferences upon the subject.

A committee was appointed to draw up appropriate resolutions on the death of Christian Dorflinger.

The Eagle Glass Co., Star Glass Co., Fenton Art Glass Co. and the Economy Tumbler Co. were admitted to membership.

It was decided to hold the next meeting in Pittsburgh in the second or third week of January. This meeting will be in the afternoon and will be followed by a banquet, with special speakers on subjects of vital interest to the members of the Association.

A FIRST-CLASS IDEA.

PICK'S Progressive Association was formed on Friday night of last week at a "get together" meeting of about 150 employes of Albert Pick & Co. at the Brevoort Hotel, Chicago, and the following officers were elected: president, J. W. Palmer, hotel department; vice-president, H. B. Brown, kitchen department; secretary, W. C. Cunningham, secretary to Albert Pick; treasurer, Frank Koalar.

The meetings of the organization will be held once a month, and at each session it has been arranged to have some prominent speaker connected with the firms from which Albert Pick & Co. buy goods. The speaker will go into detail in a practical manner concerning the manufacture of the particular article turned out by his company, and it is believed that the merchandise heads and salesmen will thus gain a better working knowledge of the goods which they sell.

H. C. Fry, of the H. C. Fry Glass Co., Rochester, Pa., was the speaker at the first meeting. Mr. Fry talked for about an hour. He went into the details of glass manufacture, and was able to make his points clear to those present not only by his direct and forcible style of speaking, but also because he brought on from the factory the raw materials which enter into the manufacture of cut glass, illustrating his remarks by frequent reference to them. He said that getting raw material was becoming more or less a simple problem. The war, by cutting off imports, had forced glass manufacturers to turn to the natural resources of this country heretofore undeveloped because it has been taken for granted that potash, soda ash and similar materials must be imported. Plans were now in progress to work our own vast deposits of soda ash and other chemicals. He commended the manufacture of fireproof glassware, and said that he believed the idea practical.

Harry Newton Tolles, of the Sheldon School of Salesmanship, was another speaker.

The membership of the organization is expected to gain strength from the start, as the interest is keen. The date of meeting during the month will be arranged in each case to suit the convenience of the speaker to be invited.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

S M Averill, l, Jordan-Marsh Co, Boston. 31 Union sq.

T Baker, hf, R H White Co, Boston. 370 Fourth ave.

H G Flint, hf, Flint & Co, Providence. Woodward.

I E Fronani, c, g, and S J Watts, hf, Woodward & Lothrop, Washington. 334 Fourth ave.

F L Sturtevant, c, g, hf, Forbes & Wallace, Springfield. 2 Walker.

E C Tarr, hf, E C Tarr Co, Boston. Algonquin.

W B Mitchell, c, g, hf, Dawson Co, Syracuse. 225 Fifth ave.

W Dannenberg, hf, Dannenberg Co, Macon, Ga. 1133 B'way.

M H Regenstein, s, Davison, Paxon, Stokes Co, Atlanta, Ga. Wallick.

J H Smith, hf, Van Heusen, Charles Co, Albany. Hermitage.

G F Williams, s, The Fair, Chicago. 225 Fourth ave.

H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.

B F Welden, c, g, Sisson Bros.-Welden Co, Binghamton. 220 Fifth ave.

Mr Churchill, hf, H A Meldrum Co, Buffalo. 116 W 32d.

Mrs L B Walter, s, Gimbel Bros, Philadelphia Broadway and 32d.

M Marks, s, Frank & Seder, Pittsburgh. 364 Fourth ave.

J Strauss, s, Kaufmann & Baer Co, Pittsburgh. 9 Madison ave.

Miss M Lensenhuber, s, Wm Hengerer Co, Buffalo 18 W 35th.

Mr Wilhelm, hf, Prescott & Richardson Co, Erie, Pa 320 Church.

C C Scott, s, G B Peck D G Co, Kansas City, Mo. Walker.

C M Igel, hf, Kaufman's, Pittsburgh. 1261 B'way.

P M White, hf, Zink, Moorehead Co, Buffalo. Imperial.

F J Smith, s, Gilchrist Co, Boston. 432 Fourth ave.

W W Johns, hf, c, A A Brager, Baltimore. Imperia

A A Breton, hf, t, Shartenburg & Robinson, New Haven. 75 Spring.

P G Schaefer, hf, s, Adam, Meldrum & Anderson Co Buffalo. 2 Walker.



BOWL AND STAND IN STRAUS CUT GLASS.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Hereafter pottery manufacturers will refuse to deal with local unions or individual workers in the potteries. All differences must be rought to the attention of the manufacturers through ıe officials of the National Brotherhood of Operative otters and the secretary of the United States Potters' ssociation. This is adhering strictly to the joint wage greement. When the kiln-firemen withdrew from the rotherhood and said they would quit work unless ranted $4 per day the manufacturers told them: "If ou think you are bigger than the Potters' Association ıd the Brotherhood, go to it!"

* *

By the leasing of the plant of the Consolidated anufacturers' Co., at Grafton, W. Va., to Edward E. eyers, of Pittsburgh, it is generally believed here that e pottery will be placed in active operation soon. ccording to an unconfirmed report, W. S. Brunt, of is city, and Thomas Price, of Toronto, O., who were embers of the board of directors of the concern, are o longer serving in that capacity.

* *

George Kinney, of Kinney & Levan, Cleveland, companied by Mr. Robinson, was in the district buy- g a few days ago. This is the first trip of Mr. Kin- y here in a long time.

* *

Pottery plants located outside of this district are in ed of workers, and every effort is being made to ure help from here. Both decorators and clay shop en are in great request.

* *

W. I. Gahris, president of the Limoges China Co., bring, O., spent a part of the week in New York. I plans a brief business trip to the South ere long. is company plans to place a number of new items on t market about the first of the year.

* *

At the coming annual meeting of the United States tters' Association, T. A. McNicol, of the T. A. Nicol Pottery Co., now second vice-president of the sociation, is slated for advance to the presidency, suc- ding President Charles Gosser, of the Pope-Gosser China Co., Coshocton. Local interest now centres upon the election of a second vice-president. There will be no change in the office of first vice-president, Mr. Burgess continuing in this position.

* *

While cranking the engine of his automobile preparatory to his return to Carrollton from this city, F. M. Albright, of the Albright China Co., had his right arm badly injured.

* *

Among the buyers in the district within the past few days were J. M. Watte, of Butler Bros., New York, and W. H. Newberry, buyer for the Woolworth stores. Both were here more with a view to hurrying shipments than to place new orders.

* *

Zed T. Smith, Eastern salesman for the D. E. McNicol Pottery Co., has returned from his early fall tour.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., and Joseph Davis, traveling the Middle West, are now spending a season at the home office—the former assisting in the clerical department, owing to the illness of Col. Watson.

The Colonial Pottery Co., has started to work on its new line of decorations for 1916 trade.

* *

John Wendt, of the Crown Pottery Co., Evansville, Ind., spent a few days here last week, and then left for Toledo.

* *

Mark Donaldson has left for the South in the interest of the Homer Laughlin China Co.

* *

Edward J. Touhill, who has been out since July for the Colonial Pottery Co., has returned.

* *

George Fowler has completed his early fall trip in the interest of the Edwin M. Knowles China Co., and is now spending a season at the home office.

* *

The American Association of China Decorators has just obtained an Ohio charter, and its membership will include all those employed in the decorating shops.

This union will not affilliate with the National Brotherhood of Operative Potters, but will act independently.

* *

Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., has returned from a brief Eastern business trip.

* *

W. S. George and R. N. Logan, of the W. S. George Pottery Co., have returned to East Palestine, O., from a two months' business tour of the West durwhich they visited all the principal cities in that part of the country, sojourning for some time in places along the Pacific Coast. They report the trip as satisfactory from a business standpoint.

* *

The brightest prospect that has faced the Ohio China Co., at East Palestine, O., for some time is now apparent, according to E. L. Hart, who assumed the management of the plant recently. A large bunch of orders is on hand, and capacity operation is expected soon. About three weeks' time is necessary before the kilns can be fired and all the departments started.

BOSTON BUSINESS NOTES.

THE fine weather has had a tremendously favorable effect on the trade and those who conduct it. Everyone felt cheerful, and buyers "loosened up" handsomely. Not for months has the business looked so good. One commission man said that he was not going outside Greater Boston "so long as I can do the business I am doing." There was no use paying fares when he could book large orders as fast as he was able to make the rounds of the stores, he said.

Schedules filed in the bankruptcy case of Smith & Murray, Springfield, show liabilities $320,462 and assets $160,250. The principal asset item is cash, amounting to $110,000, held by the receiver, Ralph W. Stoddard. There are over 1,000 unsecured creditors, mostly for small claims.

Miss J. T. Rooney, who buys china and glass for Johnson's, Springfield, was here a few days ago.

Sinclair's hardware store, which carries crockery and glass, is soon to move into quarters in a block on Salem street, near Medford square, recently purchased and remodelled by Mr. Sinclair.

John Shepard, Jr., president of the Shepard, Norwell Co., received a pleasant surprise on the opening day of the fiftieth anniversary sale. His employees had for a long time wanted to express their esteem for him; so they decided to refurnish his office during his absence. The opportunity came when he went to his Providence store for a day. A handsome suite of mahogany furniture and accessories was installed. On a gold plate on the desk was engraved: "In honor of the fiftieth anniversary of the Shepard, Norwell Co. this office was furnished by the employees for their esteemed president, John Shepard, Jr."

Among the contributors to the Lady Aberdeen Fund for helping along the humanitarian work among the people of Ireland were Jordan-Marsh Co., Jerome Jones and Edward A. Filene.

F. J. Classen, representing the Cut Glass Products Co., Chicago, was in Boston for a few days.

Frank H. Jackson, formerly for twelve years connected with the Jordan-Marsh Co., has died suddenly in London, according to advices received here. He was a native of England, and an authority on interior decoration.

Gilchrist Co. has a special display of cut glass in connection with an exposition of the work done by cutters on the spot. It has attracted much attention.

W. R. Cumming, buyer for the David Harley Co., Pawtucket, R. I., was welcomed here this week.

Many in the trade have been to the City Club to see the pottery shown there in connection with the Arts and Crafts display. Mr. Robertson, of the Dedham Pottery, has several specimens of glazes in various colors. Other potteries contributing are Hampshire, Newcomb, Marblehead, Paul Revere and Pewabic.

Harry I. Magid, president and treasurer of the Old Colony Cut Glass Works, Fall River, paid a visit to his Boston representative, H. B. Hollis, on Tuesday.

The Sage-Allen Co., Hartford, Conn., is about to open new departments for china, glass and kitchen furnishings. At present the company carries a little glass and a few novelties, but no real lines of either. The store is one of the largest in the Nutmeg State, and the new venture is expected to largely increase its vogue.

It is expected that The Barton Co., Manchester, will within two or three weeks begin moving into its large new store from the temporary wooden building which it erected shortly after the disastrous fire a year or more ago. The china, glass and kitchen departments will have far better accommodations than in the old store.

Charles Halliwell, C. T. Sherer Co.'s genial buyer, was down from Worcester this week and reported that the strike of 5,000 machinists in that city is hitting the retail trade there considerably. He was able to say, however, that the prospects are bright for a quick settlement.

Thomas Barker, R. H. White Co.'s kitchen goods buyer, has returned from a business trip to New York.

McCOY WINS THE TROPHY.

IT was a merry little party of golfers that gathered at the Scarsdale Country Club, Hartsdale, N. Y., last Thursday for the final game of the season's series played by the Pottery, Glass and Brass Golf Association. The only disappointing feature of the day was the small number that turned out for the contest. Those that did come were enthusiastic over the course, which is



1 Pitcairn at a critical moment.
2 Dithridge and Lathrop figuring their chances.
3 Magee putting one in the cup.
4 At the score board.
5 Digging in the trenches for lost balls.
6 Fishing for a lost ball.
7 "Stop your kidding!"

ell laid out and kept in prime condition. It nestles long wooded hills, with a pretty little lake in the ntre that gives it an unusually picturesque setting.

This innocent little lake, by the way, was the cause much trouble. It has to be crossed on both the eventh and eighteenth holes, and many balls found in their last resting place. Ed. Anderson and Horace ay could write a book about that pretty little sheet of water; but what they'd say wouldn't look well in print.

The winner of the CROCKERY AND GLASS JOURNAL Trophy was E. A. McCoy, with 191 for the 36 holes.

The medal offered by the "Pottery, Glass and Brass Salesman" went to H. D. McFaddin with a score of 186 for the 36 holes.

The prizes put up by the Association for the selected score of the day and the selected score for the season were taken respectively by E. H. Peck with 88 and L. S. Hinman with 65—W. S. Pitcairn being a close runner-up for the latter with a score of 66.

The links had plenty of surprises in store for the players. Even the old-timers found it difficult to keep their scores down to the usual standard. The traps, while not numerous, are very dexterously arranged.

L. S. Owen made the star play of the day in the morning round, making the sixth hole in two, and one

less than bogey. His first drive placed him in a good position on the putting green, and one neat stroke put his ball in the cup.

Eugene H. Peck was all that could be desired as a host—and then some. He provided a delicious luncheon for his guests in the main dining room of the club.

MORNING ROUND.

	OUT									IN									gross	hdcp	net
Dithridge	7	5	6	6	6	4	5	7	7—53	4	10	5	8	6	6	8	7	4—58	111	0	111
Lathrop	8	4	5	8	7	7	5	6	8—58	5	8	4	5	6	8	6	6	8—56	114	15	99
McFaddin	6	3	4	6	5	5	5	5	5—44	5	6	4	5	7	5	5	5	7—49	93	0	93
Magee	8	5	3	12	6	6	7	6	6—59	5	7	5	6	7	6	6	9	8—59	118	14	104
O'Gorman	9	6	7	7	5	9	7	9	8—67	3	7	7	5	8	9	9	7	5—60	127	30	97
Gray	9	5	4	7	5	5	7	7	7—56	6	9	7	7	7	8	8	10	13—75	131	30	101
Peck	8	5	3	6	7	4	5	5	7—50	4	5	5	6	6	5	6	5	8—50	100	0	100
Pitcairn, W. S	6	4	4	6	8	4	6	7	7—52	7	6	4	5	5	6	8	7	4—54	106	plus 1	107
Boote, E. J	7	4	5	6	5	7	6	6	6—52	4	8	5	6	5	6	6	9	5—54	106	3	103
McCoy	7	5	4	7	7	4	6	7	7—54	3	7	6	7	6	5	7	6	7—55	109	12	97
Anderson	8	6	6	9	5	5	7	6	10—62	5	11	7	8	9	8	8	8	14—78	140	25	115
Hinman	8	5	4	6	5	6	6	9	7—56	5	11	6	7	6	7	8	7	9 66	122		
Owen	5	5	4	6	4	2	4	5	5—40	5	7	9	5	5	7	6	11	5—60	100	0	100

AFTERNOON ROUND.

	OUT									IN									gross	hdcp	net
Dithridge	6	4	2	6	4	4	8	6	6—46	5	5	5	6	4	6	6	7	5—49	95	0	95
Lathrop	7	4	4	9	5	4	5	6	6—50	4	9	5	5	7	7	10	7	4—58	108	15	93
McFaddin	7	4	3	5	4	3	5	5	7—43	6	7	4	5	6	6	5	7	4—50	93	0	93
Magee	8	4	3	7	5	8	7	7	6—55	5	10	6	8	7	9	7	7	7—66	121	14	107
O'Gorman	9	7	4	9	8	8	9	9	10—73	6	8	5	6	8	8	8	9	12—70	143	30	113
Gray	9	7	4	8	5	5	8	7	10—63	12	9	7	7	6	6	7	7	11—72	135	30	105
Peck	8	5	4	5	4	4	6	5	6—47	2	5	5	5	6	6	5	6	5—45	92	0	92
Pitcairn, W. S	7	5	3	5	8	4	6	5	6 49	3	8	6	5	6	6	8	8	4—54	103	plus 1	104
Boote, E. J	8	5	6	6	7	6	6	6	6—56	5	5	6	7	6	8	6	7	5—55	111	3	108
McCoy	7	6	4	5	7	6	5	7	7—54	4	7	7	5	6	6	5	7	5- 52	106	12	94
Anderson	9	6	4	6	6	5	8	11	8—63	4	11	6	7	8	8	9	9	10—72	135	25	110
Hinman	6	4	3	6	4	4	6	7	7—47	4	6	6	6	9	6	7	8	5—57	104	8	96
Owen	7	5	3	7	6	4	4	6	8—50	6	7	5	5	5	6	6	8	6—54	104	0	104

CUT GLASS MEN IN SESSION.

AT an executive meeting of the National Association of Cut Glass Manufacturers, held at the Hotel Imperial last Friday, various matters of interest were discussed, and among those acted upon was the setting of the date for the annual meeting of the Association. This will be held on Thursday, December 9, at the Imperial at 10 a.m. The annual banquet will be held on the same evening at a place to be announced later.

The meeting was in charge of President Homer D. Carey, of the Laurel Cut Glass Co., and others present were Secretary A. L. Blackmer, of the Blackmer Cut Glass Co.; Treasurer C. H. Taylor, of the Jewel Cut Glass Co.; W. F. Dorflinger, of C. Dorflinger & Sons; T. P. Strittmater, of the Quaker City Cut Glass Co.; G. Wm. Sell, of the Krantz & Sell Co.; J. J. Niland, of the J. J. Niland Co.; Frank Steinman, of the Kelly & Steinman Co.

CREDIT TO JEROME JONES.

REFERRING to the signing of the contract for the construction of a dry dock, the Boston "Herald" of October 14 says: "To Jerome Jones, who has worked more nearly without ceasing than any other Boston man for the construction of a dry dock, we extend congratulations on the final assurance that the enterprise will at last proceed to completion. It has met an unconscionable number of obstructions, doubtless due in large part to the latent faint-heartedness of the community toward the project, in spite of all the arguments which have flooded hearings without number before legislative and commercial boards and executive officers. The ifs and ands and buts have now gone into the discard, and the dry dock will soon rear its stately bulk over our waterfront. And it should prove a great asset in our struggle for that place as a world port to which our geographical position legitimately entitles us.

Says the Boston "Globe": "One of the happiest men in Boston yesterday over the signing of the dry dock contract was Jerome Jones, chairman of the maritime committee of the Boston Chamber of Commerce and for the last twenty years conspicuously active in advocating this public improvement. Many who have been interested in the improvement called Mr. Jones on the telephone to offer congratulations to the or

Continued on page 24.

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The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

man who more than any other has been the leader in the campaign. Incidentally the contract was signed on Mr. Jones' birthday, for he was born October 13, 1837.

"The dry dock will mean better and cheaper transportation facilities for Boston, both on land and sea," said Mr. Jones, when interviewed. "Boston is one day's sail nearer to Europe than are the ports to the south of us; and while they have a little cheaper coal, our great advantage over them in position will tell in Boston's favor. It has been a long struggle to get this dry dock, but as fast as one administration turned it down we have taken it up immediately with the next administration, and I can't help feeling happy at the culmination of our efforts."

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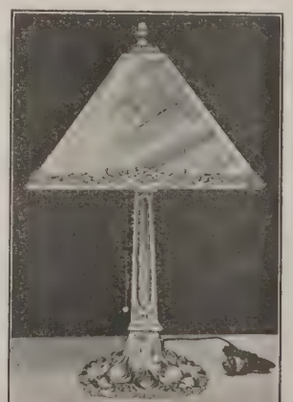
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LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:
PERTH AMBOY, N. J.

WAREHOUSE:
East Liverpool, Ohio.

HARRY W. SMITH, Manager

FRY GLASS

Fry QUALITY

k for the Gold Label on Cut Glass.

SAMPLE ROOMS:

Avenue Bldg., New York.
806 Heyworth Bldg., Chicago.
At factory, Rochester, Pa.

A
tandard of Excellence"
CREATED BY
AVER VALLEY GLASS CO.
ROCHESTER, PA.
Plain and Etched Glassware.
SEE IT!

alogue of Etched Glassware will be sent on request.

New York Sample Room, 71 Murray St.

TICE TO THE TRADE.

On September 30th we advised the trade that atents Nos. 52763, 52764 and 52765 had een issued to us for Blue Bird patterns for merican dinnerware. Through ignorance the practice in granting patents we were chnically in error and should have stated at we had been allowed three applications -serial numbers 52763, 52764 and 52765 -for Blue Bird patterns.

KNOWLES, TAYLOR & KNOWLES CO.
FRENCH CHINA CO.

HAMMOND CO., Inc.,
Representatives for
, TAYLOR & KNOWLES CO.,
Vest 23d St., New York.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades, also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles
Cuspidores and Match Safes.
Casseroles and Baking Dishes.
Fire-Place Fixtures, Andirons, Fire Sets.
Fenders, Coal Hods, Umbrella Stands, etc.
"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,
Manufacturers Established 1865.
Office, 332 East 28th St., New York City.
Rolling Mills and Factories, 27th and 28th Sts. and 1st ave.
Western Sales Office, 180 N. Dearborn St., Chicago,

STEADILY SUCCESSFUL.

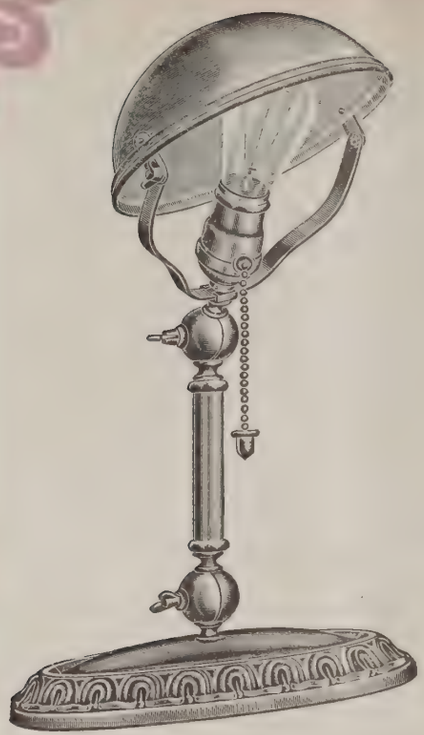
Our "GLENDORA" Dinner Shape.

Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

Cartwright Bros.,
EAST LIVERPOOL, OHIO.



No. 439. Brush Brass and Black and Verde Antique. 17 inches high over all. 10 x 5 in. Oval Base.

Plumwood

Adjustable Electric Portables.

The Best Piano and Desk Lights Made.

Ball joint adjustment to any angle.

Reflector is adjustable to any position.

These Portables have 7-in. Reflectors, white enameled inside. Are wired complete, with Pull Socket, Attachment Plug and 6 ft. Silk Cord, but without Electric Bulb.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

NOW IS THE TIME TO PURCHASE HOLIDAY LINE OF PORTABLES



No. 1227½

Make your display early. See display at our showrooms. will bring our salesman.

The Pittsburgh Lamp, Brass and Glas

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston. 127 Federal St
Kansas City, 309 Victor Bldg.

PILABRASCO

St. Louis, 614 Lacle Light Bldg.
Baltimore, 122 W. Balm
Chicago, 110 S. Walsh
San Francisco, 618 ss

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Canada
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & C

GOODS ARE RIGHT, PRICES ARE RIGHT, LOCATION IS RIGH

It costs but five cents and a *few* minutes' tim come to our store from *any* part of New Y City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burn
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway. **New Yor**

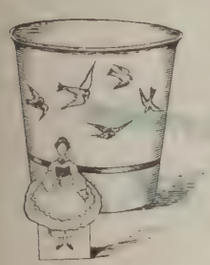
Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randol
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

ol. 82. No. 18

Oct 28, 1915



Holiday China and Swedish Art Novelties

In stocks still complete enough so that we can fill your holiday orders promptly.

We were very fortunate in that we received such a complete line of holiday china; for these stocks have made it possible for us to offer an unusually attractive line including assortments that are especially good because they are not large and yet contain only snappy, profit-getting merchandise.

A new addition to our offerings this year is a line of Hand-Painted Swedish Art Novelties which come in a great variety of novel shapes and gay decorations.

SWEDISH ART NOVELTIES

Will enrich your stock with the latest and most popular Gift Pieces.

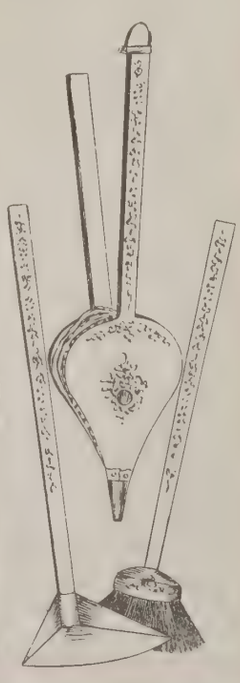
Papier Mache Waste Baskets (illustrated above)
Vogue Girl Book Ends (12 distinctive patterns)
Papier Mache Flower Holders (5 sizes)
Tumbler Servers (very popular)
Handled Flower Carriers (several sizes)
Champagne Tubs
3 piece Hearth Sets
Door Porters and Maids
Door Knockers
Art Twine Girls

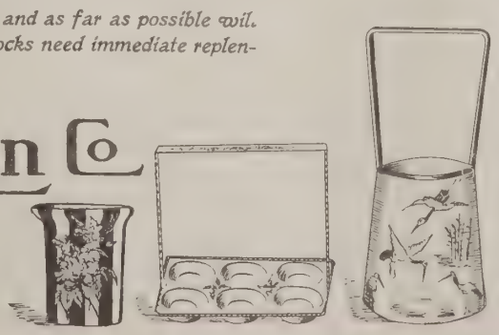
HOLIDAY CHINA—
Open Stocks Offer

Bread and Butter Plates
Celery Trays and Sets
Puff and Hair Boxes
Salt and Pepper Shakers
Sugar and Cream Sets
Whip Cream Sets
Cracker and Cheese Dishes
Condiment Sets
Olive Sets
Jelly Sets
Berry Sets
Bon Bon Dishes
Cake Plates
Nut Bowls
Nut Sets
Salads
Plates

DINNERWARE MATCHINGS—TO ACCOMMODATE THE TRADE

We carry over 200 open stock dinnerware patterns and as far as possible will be glad to accommodate any of the trade whose stocks need immediate replenishing. Write for a list of our patterns.





The Kinney & Levan Co

1375-1385 Euclid Ave.

CLEVELAND, OHIO, U. S. A.

NEW ASSORTMENTS:

Tennessee. Ten Strike.

TWO NEW ASSORTMENTS MADE UP OF OUR FAMOUS ART CUT PATTERN.

TEN STRIKE assortment contains twelve dozen; the Tennessee assortment contains fifteen dozen. Both these assortments are made up of ten-cent items, and at our special low prices. These assortments should prove winners.

Illustrations and full details upon request.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company

POTTERS.

THIS TRADE THE COLONIAL CO. MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

The Van Gleckland Portable Gas Lamp.



MAKES GAS ONLY WHEN IN USE;
STOPS INSTANTLY WHEN LIGHT
IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.



OPAL DOMES.

10-in. Bell Top.
10-in. Ring Top.
10-in. Ribbed.
7-in. Vienna.



GILLINDER & SONS, Inc., Tacony, Philadelphia.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

DOES THIS INTEREST YOU?

Potash supply is running very low—not a bit coming in and none for sale. While it lasts we will make to order.

We have, however, a large and varied stock of the old-time GLASS—full lead and potash batch—and we offer it now at the old prices. Plain, etched, engraved and cut ware.

Come and see the samples. If you can't come, write.

C. DORFLINGER & SONS,

36 MURRAY STREET, NEW YORK.

Imported Holiday Goods

In Stock Right Now

For Immediate Delivery

Our Immense Shipments, just arrived from Rotterdam, bring the best assortment of Holiday Merchandise ever placed on Sale, including a splendid representation of

POPULAR PRICED CHINA, DOLLS, TOYS AND KINDRED LINES

Especially adapted to Department Store Trade

The lines listed below are now in stock ready for immediate delivery. EARLY SELECTION is not only *Important*—it is *IMPERATIVE.*

CHINA	Every kind of fancy item for the Holidays, as well as the Staple Dinnerware Lines. All prices completely represented.
TOYS	Of *Every* kind, Mechanical, Musical, Entertaining, Instructive, Etc., Etc.
DOLLS	Kid Dolls, including the Celebrated Kestner make Jointed Dolls, Character Babies of Kestner and Handwerck and other makes, also Dressed Dolls.
KEWPIES	Kewpie Dolls and Novelties, complete assortment.
STEIFF'S FAMOUS ANIMALS AND FIGURES	World Famous, and necessary to every complete Holiday stock.
SPEAR'S GAMES	Known to Toy Buyers everywhere. Complete Stock for delivery at once.
RICHTER'S STONE ANCHOR BUILDING BLOCKS	The ideal Toy to aid children's mental development. Beautiful Sets to retail complete from 25c. upwards.

As a final word we repeat Buy EARLY

GEO. BORGFELDT & CO.

16th Street at Irving Place **New York City**

GEO. BORGFELDT & CO.

The Great War

The 1916 Season

WE now offer Complete Lines of Import Stock in all departments for Immediate Delivery, as the result of the latest developments in the Blockade situation.

Goods *"Made in America"* are also on display. Many new lines are represented.

Import Samples from all of Europe are ready, and lines will be added from neutral countries and from Japan. Japanese samples for the coming season

Because the War may end as suddenly as it began, in which case shipping could be resumed, and orders that are abroad delivered with promptness at prevailing prices.

Because we feel confident that the American Note on the Blockade will shortly be presented, and may result in permitting certain classes of Central European merchandise transit, if non-contraband and consigned via neutral ports to American merchants.

Orders placed early are more likely to be filled at present prices than are delayed orders

Because there will be an increasing shortage of raw material in all industries as the War progresses.

Because there will be an increasing shortage of labor in all countries at war.

Everything indicates further advances in price if the War continues, and the maintenance of the resulting level for many months after peace is declared.

Declines in prices after delivery need not be feared.

GEO. BORGFELDT & CO.

16th Street at Irving Place **New York City**

IMPORTANT ANNOUNCEMENT!

WE take pleasure in informing the trade that the KOSTA SWEDISH GLASS FACTORY has succeeded in producing an excellent line of Fancy Glassware in such colors as AMETHYST, EMERALD, SAPPHIRE, YELLOW and RED, consisting of Baskets, Vases, Low Bowls, etc.

The line must be seen to be appreciated, and prices are very moderate. Orders taken now for import and stock due to arrive early in November. The travelers are equipped with samples and are now on the road, and a full line is shown at the New York Showrooms.

J. H. VENON, Inc.,

104 FIFTH AVENUE, NEW YORK CITY.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

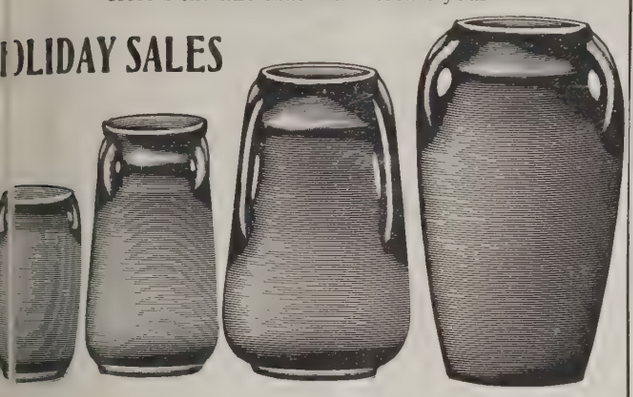
ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

OUR NEW MOSS GREEN.

Here's the line that will increase your

OLIDAY SALES



5 Vase. 5-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

THIS new line of Matt Green has fine texture, good color and has appearance of a high-priced article, but can be retailed at price within the reach of the masses. Made in *Jardinieres, 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, etc.* Send for handsome colored illustrations—just out. Better let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

GUERIN & CO.,

Trade Mark W.G. & Co

of Limoges, France,

Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.

Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

IMPORTANT ANNOUNCEMENT.

I have added to my display of

CELEBRATED AHRENFELDT CHINA

and

SCHIERHOLZ ART CHINA

a line of DECORATED GLASSWARE produced in this country and called

"PATE RIZ."

This glass is manufactured according to the formula of the foremost glass chemist in this country and is different from anything ever made here or abroad. The decorations are wonderfully effective and the prices are very reasonable.

The retailer who takes up this line will make large profits and sell big quantities.

An early inspection is cordially invited by

Herman C. Kupper,

Importer. 52 Murray St., New York.

ESTABLISHED 1818.

When you show your customers a piece of Engraved or Cut Glass let them know that it is

LIBBEY

"THE WORLD'S BEST."

It gives you a distinct sales advantage because of the admitted superiority of Libbey methods, Libbey craftsmanship and Libbey designs.

And it will serve as the most convincing argument that you could offer for the quality of your wares.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 28, 1915.

THE CONDITION OF BUSINESS.

New York Trade is improving with every rising of the sun, and the demand is for all kinds of goods and from every quarter. Buyers who have delayed purchasing are now in the market and anxiously inquiring how soon shipments can be made.

There is very little change in the German china situation. Arrivals have not been equal to demands, and the uncertainty of shipments still prevails.

French wares are coming with some degree of regularity, but the orders going out exceed the volume of goods arriving.

Almost the same thing can be said of English goods. The importers have forwarded more orders than the factories have been able to ship.

Japanese wares are coming in freely, but there does not seem to be an increased demand for this kind of merchandise over normal.

The domestic potters are very busy. Some of them are booked up to capacity and have called in their travelers. Others are getting business so rapidly that it will not be long before they, too, are filled up. Most of them have a fair stock of white goods; but it takes time to decorate; therefore orders should not be delayed.

The demand for domestic glass is improving steadily. While table sets are in but fair request, fancy pressed lines have an active movement.

Blown glass factories have all they can do, with the quantity of potash on hand. Most manufacturers are conserving their supply by limiting shipments to their old, regular and best customers.

Demand for cut glass has improved a good deal within the last two or three weeks; but, like blown ware, the supply is limited, and the best cutters are supplying only their best trade.

Toys are in good request, and there seem to be enough on hand, a large quantity having come through recently.

Retail trade has improved with the coming of seasonable weather.

Business in the West started about the first of the month with a rush. Buyers who usually place their orders in September were slow in getting to market, but when they did they not only wanted their September but their October supplies at once. Manufacturers' agents say the demands are almost unprecedented. Retailing activity began about the same time, and in the large manufacturing centers is booming. In the South, where business has been quiet for so long, there is a decided improvement. In the Northwest and all grain-producing centers little complaint is heard. New England is sending in splendid orders. The dealers on the Pacific coast have been doing a fine business all along and can not be expected to increase in proportion with other sections.

Pittsburgh and Vicinity

As the season advances, business with the glass factories continues to improve. General lines are in very active request, although tableware does not show much of an increase in demand when compared with other items of utility. Glass cutters have been liberal buyers of new shapes in blanks. The sale of light cut glassware is pronounced good. Lamps are rather active, while gas and electric portables are running strong. Lighting glassware is in very fair request in all markets.

East Liverpool and Vicinity

Business with the potteries here is unusually active, orders received during the past week being in excess of shipments. Buyers are evidently in need of goods, as the number of letters being received asking for hurry shipments are increasing. Dinnerware is in best demand, although specialties are having a brisk call. Some salesmen have been recalled on account of the plants being filled up with orders for the balance of the season.

BOSTON BUSINESS NOTES.

MAIL-ORDER business has been particularly heavy this week, also the business placed by buyers for the department and other stores in Greater Boston. There have been about the usual number of outside buyers in town, too. Good traveling and fine weather still continue to help sell goods at wholesale and retail.

M. S. Wallace, with Mrs. Wallace and their child, are soon to leave for San Francisco to spend three months at the Panama-Pacific Exposition and elsewhere along the Pacific Coast. Mr. Wallace has been the manager of the New England salesroom of the United States Glass Co. for the past fifteen years and he has earned a good long vacation which he hopes to enjoy with his family. He is one of the most popular men in the trade in Boston and has hundreds of friends, who will miss him even for a short time. During Mr. Wallace's absence M. A. Lovell, the traveling salesman for the New England district, will be in charge of the office and a new man will be sent on from Pittsburgh to go on the road. Mr. Lovell returned on Wednesday from Connecticut and was in New York with his bride over Sunday. He will take charge November 1.

Trading stamps and coupons were the subject of an animated discussion the other night at the dinner of the New England Dry Goods Association and several in the trade were present and listened with interest. Alexander McGregor, treasurer of Houghton & Dutton Co., and Henry C. Brine from the trade also took part. Mr. Brine favored using trading stamps and urged the association to try to remedy any abuses. "About $120,000,000 is given away in this country annually," he said, referring to premiums, "and these firms claim that this helps them materially in selling $4,000,000,000 worth of goods. Moreover, 5,000,000 homes acquire useful goods and 2,500 manufacturers gain business making these articles. They have 250,000 employees dependent wholly or in part upon the premium business." "We were the first corporation in the State to adopt trading stamps," said Mr. McGregor. "It was a mistake. I have always been opposed to them. The principle is wrong. I believe goods should be sold on their merits. We spend $150,000 yearly on advertising and approximately as much more on premiums. I don't think it is good business in these days of competition for any store to carry both of these expenses at the same time. I believe in 'no bequests' with the merchandise. The best thing this association and Boston merchants can do is to appeal to the Legislature to prohibit premiums of all kinds."

Forbes & Wallace's china, glass and kitchen buyer, F. L. Sturtevant, is back in Springfield from New York City.

Richard Briggs, Jr., member of one of the wealthiest Massachusetts families which long has been associated with the crockery and glass business, has announced his marriage to Miss Alice Evelyn Bisbee of Weston. The wedding took place on October 7, but has just been made known.

Edward A. Filene's coming out in a statement in favor of the re-election of Governor Walsh has aroused considerable interest.

John Shepard, Jr., president of the Shepard, Norwell Co. of Boston and the Shepard Co. of Providence, has been elected president of the Retail Trade Board of the Boston Chamber of Commerce, one of the most important retail trade organizations in New England. Alexander McGregor, treasurer of the Houghton & Dutton Co., has been chosen vice-president. Other members of the governing board of interest to the crockery and glass trade are: F. Alexander Chandler, of Chandler & Farquhar Co., A. Lincoln Filene, of William Filene's Sons Co., George B. Johnson, of the R. H. White Co., Walter F. Watters, of the Jordan-Marsh Co., and Samuel Johnson, of the C. F. Hovey Co. Mr. Shepard started in business at the age of twenty-three and he now heads not only one of the largest but two of the largest stores in New England. He is known primarily as a hustler of the first water, with which he incorporates many new ideas for getting trade and benefitting his employees, with whom he is a favorite. Mr. McGregor served for three years in the Governor's Council, is president of the Intercolonial Club, being by

rth a Canadian; vice-president of the Roxbury Board Trade, and past president of the Scots' Charitable ɔciety.

Few questions so deeply concern the trade as that credits; so that there is interest in the talk which ıdge James M. Morton, Jr., of the United States Dis-ict Court, gave on the subject of efficient liquidation in ınkruptcy before the Boston Credit Men's Associates their dinner at Young's Hotel. The Judge blamed e creditors more than the courts for the large un-ɔcessary losses in forced liquidation. Creditors, he id, turn their claims over to a lawyer or collection ɾency with the agreement that the creditor shall pay ıly a percentage on what he receives; but the lawyer :th the most claims is made trustee, irrespective of s fitness or his understanding of the business to be ɹuidated, with heavy losses as the inevitable result. What business needs is more doctors and fewer under-kers," said Judge Morton. He urged that the credit en have at their disposal experts in various lines of ısiness who shall, when a business gives signs of being poor condition, make a thorough investigation of that ısiness and try to show those at the head of it how e business can be saved from bankruptcy before it is ɔ late. The meeting voted $15,000 for a plan to in-ɜstigate and prosecute fraud in bankruptcy proceed-ıgs.

Mrs. Alexander McGregor, wife of the treasurer (the Houghton & Dutton Co., is one of those selected] the Governor for the women's committee to organize ɜwomen's branch of the National Security League.

At the annual meeting of the Jordan-Marsh Co.]ıtual Aid Association these officers are chosen: Presi-(nt, G. E. Richards, vice-president, W. N. London; t:asurer, W. J. Corbett; secretary, F. W. Walthers; (rectors for three years, W. P. Rohan, J. Lamb, Miss I E. Gorman and Miss J. M. Connors; director to fill ɪ expired term of one year, Miss J. L. McClusky.

Old-timers in the trade will regret to learn of the ɗath at Washington, D. C., this week, of Horace M.]ber, for years engaged in the crockery and glass tsiness. He was long the New York representative o the well-known Boston firm of Abram French & Co., rw the Abram French Co. He had been at Bailey's I and, Me., with his wife during the summer and only r ently had gone to Washington. He was born in \nceboro, Me., sixty-seven years ago. He had been r ired from active business for several years.

Penal Institutions Commissioner Shaw is about to p: forward a plan which will interest many in the t de. He intends to have a factory built at the House o Correction at Deer Island for the manufacture of toys f the market. It is one feature of his idea of making t institution self-supporting. Mr. Shaw says that the idea occurred to him when he read of the shortage in the German toy supply, and he thinks that it is a "golden" opportunity to invade this field. There are at the island a number of skilled woodworkers and wood carvers who will direct the start of the toy factory.

S. M. Averill, lamp buyer for Jordan-Marsh Co., is home after a short trip to New York City. T. Baker, White's kitchen goods man, also is back from a similar trip.

Oscar Davis, buyer for the J. R. Libby Co. of Portland, Me., was here this week with a most encouraging report of business conditions in the retail trade in his city and all of Western Maine. Another Pine Tree State visitor was S. Meserve, of Barr Mills.

H. P. & H. F. Hunt Co. have received samples of a full line of composition marble statuary. The company also has a new novelty, an imitation rock crystal glass owl, after the idea of the famous dog Toby. F. R. Underhill is making a trip throug northern New York and Vermont.

A letter received here by a friend of Willard E. Noyes, who handles some of the important lines for the W. T. Grant Co., announces the opening this week of the firm's twenty-first store, at Lancaster, Pa.

Alfred Moment of New York is showing his samples at the Parker House this week.

George W. Beals left on Wednesday for a week's trip to Philadelphia.

Benet J. Orkin, a Boston jeweler, has filed a voluntary petition in bankruptcy, with liabilities of $14,890 and no assets.

Several in the trade are interested in the plan for organizing a New England Chamber of Commerce.

Word has been received here of the incorporation at Hartford, Conn., with $50,000 stock, of the International Sales Co., to sell merchandise and to have its main office in Bridgeport.

ROYAL DOULTON.

DOULTON'S, which was founded in 1815, celebrates its centenary this year and in commemoration is sending out through W. S. Pitcairn a dainty booklet giving a history of the business and a monograph showing why English china is more expensive than French. The brochure is embellished with photographs of the works and some of their fine plates, and will be perused with interest by dealers.

OBITUARY.

AT the ripe old age of ninety-eight, Henry Nispel, a retired Philadephia merchant, died October 23 at the home of his son, John H. Nispel, in Camden, N. J., after an illness of eight months. Mr. Nispel came to this country from Germany in 1840. He established a china and glassware business in partnership with Bernard Weiss under the firm name of Nispel & Weiss at 305 North Second street, Philadelphia, where he continued in business until the time of the death of his partner in 1888. The business is now being conducted under the old firm name by his son at 109 North Second street.

MR. ABBOTT'S OBJECTIONS.

CHATTANOOGA, TENN., October 23.

Editor CROCKERY AND GLASS JOURNAL.

The clipping enclosed explains itself. Five flagrant cases of withheld prices have come to me since the following letter to my local newspaper was written —all entailing loss of business. This prompts me to carry the discussion to the trade journals—where it belongs—and to ask them to help remove this hindrance to business. EDWARD A. ABBOTT

To The Chattanooga Times.

I have nothing to sell in Central and South America, but I have a lively interest in this city's growing business in the countries south of us. For this reason I read every day the news from Latin America as it appears in the Christian Science Monitor—a Boston daily paper with an unusual grip on South American affairs.

In a recent issue the Monitor has an article entitled "Salesmanship Problems in South America." In the half column of most valuable advice of an experienced salesman I find this paragraph:

"In the fifteen years that I have been in South America I have known the conditions between buyer and seller to be no different from those that exist in the United States."

And a little further along the writer says: "Catalogues and descriptive matter of all kinds should be printed in Spanish; the catalogues should be priced, and the expression, 'Prices and discounts on application' eliminated. The exchange of mails requires too long a time to write and await an answer. Many an order would have gone to a manufacturer had his catalogues been priced or the small sample mailed had the price attached thereto."

In the forty years I have been a buyer from factories I have received hundreds of catalogues—many of them very elaborate and costly. In recalling this experience, as a busy merchant, nothing stands out so prominently as the exasperation I have felt in being told, often not very courteously, to "send for prices and discounts."

Chattanooga manufacturers and everybody else having anything to sell to merchants (whether at home or abroad) will surely profit by taking the advice of the South American salesman and eliminate the objectionable "prices and discounts on application."

And the matter of time is quite as important to the North American buyer as it is to his fellow merchants speaking the Spanish and Portuguese languages. We of the north are no less likely to fling the unpriced catalogue in the wastebasket than are our warmer-tempered brothers of the south, whose business our manufacturers are just now after "with a hot stick."

A very large part of the profitable business of this world, both wholesale and retail, is done on the "spur of the moment." The priced catalogue with discount is the "Johnnie-on-the-spot" who gets the persimmon when it is good eating, or a little earlier.

EDWARD A. ABBOTT.

THE MERCHANTS' ASSOCIATION.

THE year book of the Merchants' Association of New York, just out, is full of interest. An immense amount of good has been accomplished by this organization in the way of legislative work, civic matters such as water supply, harbor docks and terminals, city traffic, fraudulent advertising, etc., and it would seem as if more of the crockery trade ought to be numbered among its 1000 members, although there are already a goodly lot, as will be seen by the following: George F. Bassett & Co., Edward Boote, John Davison, C. Dorflinger & Sons, Otto Goetz, Wm. Guerin & Co., Havilan & Abbot Co., Hazel-Atlas Glass Co., Max Herbert, S. Herbert Cut Glass Co., Higgins & Seiter, Herman C. Kupper, Chas. K. Ovington, J. M. Shaw & Co., L. Straus & Sons, and B. Tomby.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Oct. 2, '15	Corresponding period 1914	Exports Jan. 1st to Oct. 2, '15	Correspo ing peri 1914
Boston .	28	84	3693	4859
New York	191	147	7522	7733
Baltimore	92	75	5870	6605
Philadelphia...	....	17	2014	2045
New Orleans .	17	46	669	968
Newport News.	....	....	61	86
San Francisco	8	24	1433	1031
Portland, Me..	45	....	1051	1001
Galveston. ...	....	....	10	635
Portland, Ore..	....	....	141	....
Inland Points..	....	....	436	426
Total..	381	393	22900	25380

From the Freight and Shipping Circular of Smith, Christmas Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 2, '15	Corresponding period 1914	Exports Jan. 1 to Oct. 2, '15	Correspor ing peric 1914
New York ...	191	147	7522	8556
Boston	28	84	3693	4920
Philadelphia ..	....	47	2004	2161
Baltimore	92	75	5870	6605
San Francisco	8	24	1403	1071
New Orleans	17	47	669	1044
Portland, Me..	45	....	1051	1004
Galveston ...	....	....	10	635
Newport News.	....	....	61	104
Portland, Ore	....	....	141	....
Inland Points	11	....	498	256
Total..	392	424	22922	26356

THE METROPOLITAN MARKET

ANOTHER issue of that lively little sheet, "Pipes and Punties," published every now and then in the interest of the United States Glass Co.'s factory "R," Tiffin, O., has reached the New York office of the concern. There is no doubt but that it fulfills its mission of stirring up enthusiasm among the sales and manufacturing departments of the company, wherever located. This issue shows an excellent double-page illustration of the Tiffin plant, made from a negative taken by Harry Boehler, principal mold maker of this factory.

The Buffalo Pottery's vitrified hotel china is making new friends every day at the salesroom of A. H. Ledden. The new designs include many treatments in underglaze and overglaze decorations in odd floral border as well as conventional patterns, and several new ideas in line borders are also proving good sellers.

The Brush-McCoy Pottery Co. have made another lucky strike with their new lines of moss-green ware. Orders for it are piling up from every section of the country. The whole assortment is on display at the salesroom of Cox & Lafferty, including an exceptionally strong showing of vases, jardinieres and pedestals, fern dishes, umbrella stands, etc., in various clever designs. The soft matt green is very pleasing, and the ware is of fine texture. There is nothing cheap about it but the price, and that is certainly astonishing. It will make a live line for the holidays or any other time.

Recent large shipments released from Rotterdam which have arrived at the salesroom of L. Straus & Sons have brought many items of exceptional interest. In dinnerware there is a striking new pattern in the celebrated Schwarzburg china—a cobalt blue band between hair lines of gold—on the graceful "Clermont" shape. The concern has a good-sized stock of this now on hand, and buyers who want to add a salable line of dinnerware should lose no time in seeing it. A line of glassware that has been received with unusual favor is known as the "Electra." It is a beautiful optic crystal glass in a very tasteful shape with a deep etched key border containing fleur-de-lis set at intervals, making as refined a service in stemware and tumblers as could be desired.

The remarkable success of "Pate Riz," the novel line of glassware lately introduced by Herman C. Kupper, has even exceeded his expectations. Orders from all over the country are indicative of the very favorable impression it has created. It is different from anything ever made here or abroad, and appeals to the most refined taste. That its popularity will not be merely transient is assured by its distinctivenes, and merchants will want to stock it for the excellent profits it will yield. Buyers in the local market should not miss the opportunity of seeing the display at the Kupper showroom.

Ferdinand Bing & Co.'s Successors are showing a very attractive line of hand-painted metal door stops and knockers—a class of goods much in vogue just now. Damascus lamps in brass are also attracting lovers of the beautiful.

The business of A. Sartorius & Co., 57 Murray St., importers and manufacturers of artists' materials, etc., for pottery and glass manufacturers, has been incorporated. The head of the new concern will be F. Neuschaefer, who has been identified with the firm for several years past.

An announcement of considerable interest is made by J. H. Venon regarding a new line of fancy glassware produced by the Kosta Swedish glass factory, now on view at his salesroom. The assortment consists of beautiful shapes in baskets, vases, low bowls and other items in exceptionally rich shades of amethyst, emerald, sapphire and topaz. The goods come at an opportune time, when little of this class of wares is being received from other European factories, and being

priced moderately are assured of a market. Orders are being taken for import, and stock is also now arriving from which immediate needs can be supplied

AT CHICAGO.

NOBODY was complaining about lack of orders in the local china and glassware field last week, but there is a great deal of discussion about the threatened famine in lead blanks, which promises to create an acute situation in the heavy cut glass market. The shortage in the production of potash, and the impossibility of securing other needed chemicals in the amounts required, has turned the interest to the attempts which are being made by several manufacturers to turn out a good grade of glass blanks without the use of certain chemicals upon which the market is short. Upon the success or failure of these manufacturers depends the future course of the others in the field. No small amount of interest attaches to the soaring price of aluminum, and several department store buyers are predicting that the price in ingots will reach $1.00 a pound before January 1. The price has increased more than 300 per cent since the first of the year, and even aluminum scrap is in heavy demand at fancy figures.

W. B. Andrews, who represents the line of the Duncan & Miller Glass Co., Washington, Pa., reports a banner month thus far. The buying in all classes of trade, he declares, has displayed a distinct improvement in the past few weeks.

* * *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., went to Detroit last week on account of the death of his father. Mr. Renshaw has the sympathy of the trade in his loss.

J. A. Jacobsen, who looks after the interest of the Consolidated Lamp and Glass Co. in this territory, has returned from a trip to New Orleans.

* *

D. F. Dearborn, of Pitkin & Brooks, talked last week on the French china situation in Chicago and the Middle West. "Prices on French china have increased, as the trade knows, about ten per cent during the past few weeks," said Mr. Dearborn, "and the chances are that there will be further increases. What the effect of this advance will be on the sales I cannot predict at this time. I do not believe it will be possible to say before next spring, when the buying in china of this character will assume large volume. If it were possible to get German goods on the market I believe it is safe to say that the trade would turn in this direction, on account of the high French prices. However, while goods are coming from France with comparative ease, little or nothing is getting through from Germany; but the prospect for German goods is little better now than it was several months ago. Business, on the whole, is good, though, regardless of the situation."

* *

G. W. Milligan, the well known glass man in the Kesner Building, was the victim of automobile thieves last week. Mr. Milligan left his car at the corner of Wabash avenue and Madison street when he entered his office. When he came out the machine was gone. He reported the loss to the police, and hours later the property was found on the prairie in a distant part of the city, stripped of "everything that would come loose," according to Mr. Milligan, who figures his loss at about $200, not to mention the loss of time and the shock to his nervous system.

* *

G. W. Reasner, of Kelly & Reasner, the factory representatives in the Atlas Block, has returned from a trip to the factory of the Eagle Glass and Mfg. Co. at Wellsburg, W. Va., which is one of the lines the company represents here. Mr. Reasner visited several other factories while he was away, and returned pleased and surprised at the picking up in business which he found all along the line. He left the city early this week for Muncie, Ind., from which city he will go to the factory of the Indiana Glass Co., at Dunkirk, Ind.

* *

E. B. Tibbits, who was formerly glass buyer for Mandel Bros., the department store of this city, where he made a marked success, has accepted a position as head buyer of china, glassware and housefurnishings with Loren Miller & Co., the well known north side department store. The store will open in a fine new building at Broadway and Lawrence avenue on Nov. 15th, and it is understood that a considerable space has been set aside for the sale of chinaware, glassware, lamps and housefurnishings. In taking his new position Mr. Tibbits relinquishes a post as buyer of glassware for L. Klein's Twelfth Street Store, a post which he has held for the past year.

Wedding bells, which have been ringing rather frequently in the glass trade of late, pealed forth again when F. Senior Pickles, who until a year ago represented the Hunt Cut Glass Co. in this territory, was married to Mrs. Annetta L. Robbins, of St. Louis. The couple are now touring the Pacific Coast, where they will visit the two fairs at San Francisco and San Diego. On their return they will be at home to friends at 4147 St. Louis avenue, St. Louis, Mo. Mr. Pickles will manage the large jewelry store of his wife in that city, and will be glad at all times to look at the lines of glassware of salesmen in his territory.

E. H. Pitkin and William Howell, of Pitkin & Brooks, are expected to arrive in San Francisco December 6th on their return trip from a business mission to

Japan, where they have been for several weeks. They will come directly to Chicago after reaching port. Letters received by the company here are to the effect that all is going well with both gentlemen.

* *

Peter Rinkin, manager of the china and glassware department of the Boston store, is making preparations to move this week into the additional space created on the eighth floor by the building of the $1,500,000 annex to the structure, which has just been completed, establishing a record for rapid construction work. Mr. Rinkin will have about double his present space, and plans to display not only more goods, but also to display them in a less crowded fashion than has been the necessary custom in the past.

* *

One of the features of the chinaware and housefurnishings department at The Fair last week was a sale on floor lamps, which has become a very popular article in the local trade. The lamps were exhibited in about twenty-five various styles on the first floor of the building, and met with a ready sale. Sam Natkin, manager of the department, is said to have been well pleased with the results.

* *

John Ling, manager of the china and glassware department of Mandel Brothers, reports a very good run of business during the past week. Mr. Ling is now featuring a new line of art goods, which include some flower-pots with decorations to catch the fashionable eye. Mr. Ling, who came West a year ago full of Down East ideas, believes he has solved a few of the curves of Western taste by this time. Among other things he knows that the people here will buy almost anything at almost any price if it is presented in such a manner as to give the idea of "class." "The possibilities in a department of this sort are almost without end," said Mr. Ling, "and we now have goods which are in great demand every day, but which a few years ago would not have been carried on this floor. We now have many simple housefurnishings, formerly considered only from a practical viewpoint, done over into artistic creations which are at once as practical as the plainer sort, but which also make a pleasing appearance on account of the addition of the artist's skill in manufacture. Of course it is necessary to charge more for them, but I have found that price is a small matter in a store with a high class of trade provided it is possible to give customers what pleases them."

* *

C. B. Coleman, general traveler for the Tarentum Glass Co., Tarentum, Pa., is expected to arrive in the city at the end of this week for a visit with Walter G. Minnemeyer, who represents the line in this territory.

* *

Ira A. Jones & Co. have just received some fine new samples in tableware from the Seneca Glass Co., Morgantown, W. Va. Several new shapes and etchings are among the lot. Mr. Jones is very enthusiastic over the present condition of business. Sales for the company are running far ahead of the mark for this time last year.

* *

Henry Fox, who represents the Mohawk Clay Products Co., has returned to his office in the Atlas Block after a couple days of illness of last week.

* *

E. G. Minnemeyer, who travels for his brother, Walter G. Minneemeyer, the well known factory representative, arrived in the city last week after completing a successful business trip to Milwaukee and Wisconsin points.

* *

Continued enforcement of the Sunday closing law for saloons in this city has resulted in a heavy demand for flasks, which is growing stronger as it becomes evident that no immediate relief for the grogshops is in sight.

* *

Glassware buyers of the city are complaining that they cannot get goods from the factories with the usual celerity, on account of the rush which is in progress at the majority of plants. The factory representatives, on their part, are harrassing their factories with lurid letters, predicting all sorts of things unless their customers get the goods they have ordered. In fact, there has been something of a metamorphosis in the work of the factory representatives here. Instead of plugging for business, they sit at their desks writing letters calculated to get under the hide of the manufacturers who are behind with orders, and in the intervals answer 'phone calls in a soothing manner, generally to the trend that "one or two more days" will see the arrival of the shipment. The boys are great tacticians, but it is a sjtuation which is requiring all their ingenuity.

* *

Oscar Helm, traveler for Ira A. Jones & Co., was in Louisville, Ky., last week, and is now working in territory in that section of the country.

* *

F. J. Classen, traveler for the Cut Glass Products Co., Heyworth Building, is now making an Eastern trip.

* *

Jack Carling, vice-president of the Pope-Gosser China Co., Coshocton, O., has returned to the factory after spending several days in the city on business.

* *

Tom Schollenberger, factory representative in the Kesner Building, has taken on a new line of glass jars manufactured by David Bloom, of San Francisco, who was in the city last week. The jar has certain features which are covered by patents, and is said to have strong sales possibilities. Mr. Schollenberger and Mr. Bloom have been figuring on the deal for some time.

FOUNDED IN 1874

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 28, 1915.

BUY NOW!

THE long-expected revival of trade seems to be here. From every section of the country reports are of the most encouraging kind, so far as the demand for goods is concerned, although there is much complaint about slow deliveries. The buyers have themselves to blame for the latter condition in a large measure, because they did not order early enough. They knew that it was difficult to get foreign goods and that the domestic manufacturers were not decorating either crockery or glass in advance. They knew, too, that their stocks were light. Of course, in many instances they were hampered by the higher powers, who would not let them replenish. But there were others who were urged to place orders, and when told what was likely to happen retorted that they had heard that talk before, but had always been able to get all the ware they needed. Yes, there have always been goods of a kind to be had, such as they were. But now all kinds of merchandise are scarce, with the single exception of plain glass.

It is not too early to take cognizance of the future and avoid the mistake of this year. Buyers are still ordering only for immediate needs. If they expect to have goods to sell next spring they must arrange for them soon, and in liberal quantities.

Conditions in Europe are getting worse, instead of better. Labor is scarce, and prices are bound to go up. Shipping is difficult. Not only are boats hard to obtain, but the European railroads are crowded, and it seems as if every obstacle possible were put in the way of getting goods over the water.

The domestic potteries are crowded with business, and the glass factories are running as full as their supply of potash will allow. Our own railroads are short of cars, and it takes a long time to move merchandise.

With such conditions it will be wise to order as largely as possible now for both immediate and spring delivery.

PERSONAL.

EVERYBODY knows that Lewis H. Bown is distinctly a business man and as such has developed a big trade for the Buffalo Pottery. It is not so well known that he is a poultry breeder of prominence and has a big chicken farm at East Aurora, where he lives. At the New York State Fair at Syracuse last summer he took a special prize for the largest and best exhibit. He will show his chicks in New York December 1. Members of the trade will do well to bear that date in mind and see the birds.

Marguerite Doctor, who acts as office assistant for her father, A. P. Doctor, representative for the Central Glass Works returned to her duties on Tuesday after enjoying a vacation in the suburbs of Pittsburgh since the first week in August.

O. F. Alleman, formerly connected with the Morimura Brothers, has joined the Japanese department of Geo. Borgfeldt & Co. Mr. Alleman will cover his old territory, from the Mississippi River to the Pacific Coast.

Geo. Briggman, of Webster & Briggman, cut glass manufacturers, Naugatuck, Conn., was a visitor at the salesroom of E. L. Bates on Thursday and Friday of last week.

B. E. Salisbury, president of the Onondaga Pottery Co., Syracuse, N. Y., accompanied by Mr. Pass, son of the late Jas. Pass, the former president of the concern, were callers on Monday at the salesroom of A. H. Ledden.

W. H. Bradley, head of the J. D. Bergen Co., Meriden, Conn., and W. H. Pooley, secretary of the company, were in the city last Thursday on special business for the concern.

J. H. Venon returned on Monday from a trip through the Middle West and reports conditions decidedly improved in that territory. He says the stores were full wherever he went, and there is every indica-

that the fall business will total up surprisingly. There is no boom, he says, but a gradual, healthy growth of business.

⚜

A congenial party consisting of Mr. and Mrs. W. S. Pitcairn and their niece and Mr. and Mrs. Louis S. Hyman left New York Tuesday night for a trip to the Pacific Coast, primarily to visit the Exposition, but the men also intend to make stops at several of the principal cities to call on some of the wholesalers.

⚜

Albert Rehberger, of the Saul Mfg. Co., received such a welcome reception from the dealers on Long Island last week that after spending Sunday in the city he left for another trip to cover towns he was unable to visit last week.

⚜

Robert J. Wylie, who travels with the line of Geo. C. Millar & Co., Scranton, Pa., spent the week-end in New York, having just finished a trip through the State. He left on Monday for a trip through New England territory.

⚜

D. King Irwin, local manager for the Cambridge Glass Co., returned to the office Wednesday morning after enjoying a several days' motor trip through the Berkshires with his family. This was Mr. Irwin's first vacation in eight years, and he said he enjoyed every minute of it. He certainly shows the benefit of his brief respite from business.

⚜

Wm. Edmunds, formerly representative of the Pittsburgh Lamp, Brass and Glass Co. in the metropolitan district, has become associated with the Aladdin Lamp Corporation and is covering the same territory, as well as that of New Jersey, for the concern. Mr. Edmunds has many friends in the trade and will undoubtedly prove a decided acquisition to the firm's selling force.

⚜

Richard A. Near, formerly with Higgins & Seiter, now secretary to the general manager of the Manger Hotel Syndicate, which includes the Netherland, Great Northern, Endicott, Navarre and New Grand hotels. His office is at the Grand. He will assist in the buying of hotel china, glass, and general supplies.

⚜

Frank R. Martin, of Detroit, was a welcome visitor in the District this week and was warmly congratulated on the success of his venture.

⚜

Since the announcement last week that "Larry" Foley with the Consolidated Lamp and Glass Co., was the owner of an eight-cylinder automobile he has been besieged by mail and personal calls from all sorts of people who have something to sell. "It's great to suddenly find one's self so popular," says Larry, and if it continues he'll surely have to employ a secretary.

⚜

Mr. Cooper, head of the Bermuda Furnishing and Supply Co., who has been in this country for the past ten days placing orders, sailed for home last week. He formerly placed his orders in England, but owing to the war decided to do his buying here.

⚜

J. Howard Fry, vice-president of the H. C. Fry Glass Co., Rochester, Pa., made a brief visit to New York last Friday.

⚜

Justin Tharaud left Tuesday morning for a trip through the New England States and the Middle West with L' Union Ceramique line.

⚜

A. P. Doctor left on Thursday night for Pittsburgh, and will also visit the Central Glass Works at Wheeling, W. Va.

⚜

H. B. Thistle, of the Cox & Lafferty traveling staff, interrupted a successful trip through his territory in Connecticut, and other Eastern States to visit his sister and father, who are ill at their home in Brooklyn. He came in on Monday and will resume his tour in a few days.

⚜

William E. Bown, son of L. H. Bown, of the Buffalo Pottery, was in New York last week getting acquainted with the trade. The young man has been in the pottery ever since he left school, and is now learning the selling end. He is a worthy son of a worthy father, and is making friends everywhere.

⚜

Lambert Dorflinger, of C. Dorflinger & Sons, left on Wednesday to spend the balance of the week at the factory, White Mills, Pa.

⚜

J. A. Ackley, of the Ackley China Co., Poughkeepsie, was in the market on Wednesday placing orders for stock goods.

⚜

T. Haruta, head of the Tajimi Co. in Japan, is expected in New York November 15, accompanied by S. Ono.

⚜

Fred C. Groh, who buys the import china for Geo. Borgfeldt & Co., returned last Saturday from a trip to Japan, where he secured an extensive line of goods that he says will make the trade sit up and take notice

⚜

H. J. Houston, with Robert Simpson, Toronto, is in town for a few days.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE visitor to the New York market who fails to see the display of new fall portable lamps at the salesroom of Edward Miller & Co. will miss a treat. One of the features is the shapes, which are far away from the ordinary, both in the standards and shades. To appreciate the artistic finishes it is necessary to see them. No mere description would do them justice.



BY THE ROYAL ART GLASS CO.

The new "Plumwood" adjustable extension floor lamp recently put on the market by the Plume & Atwood Mfg. Co. is one of the best lamps of its kind and will be in big demand among that class of customers who appreciate quality in material, workmanship and finish at the most reasonable price this class of merchandise can be bought for. The lamp has a triple ball-joint adjustment, permitting the light to be thrown in any direction, and is made in three attractive styles. See their advertisement elsewhere in this issue.

The line of opal domes shown by Gillinder & Sons leaves no room for improvement. Made in all styles in ten-inch "Bell Top," ten in "Ring Top," ten in "Ribbed," and seven in "Vienna," the buyer is always sure to get just what he wants. Each of these styles is constantly in demand. They are made both plain and decorated, the latter offering an assortment of exceedingly tasteful patterns.

The Van Gleckland portable gas lamp should be in every lamp stock for the holidays. While it sells readily at any time on account of its novel features and usefulness, it will make an ideal holiday gift. The lamp has been perfected after years of study, and is the only one of its kind on the market. It is absolutely safe as it makes gas only when lighted and stops instantly when the light is turned out, and its light is the nearest to perfection yet produced. The Van Gleckland Co., whose advertisement appears elsewhere in this issue, have devised special helpful sales plans for dealers, and will cheerfully tell you about them.

One of the novelties that invariably strikes the eye of visitors at the local salesroom of the Pittsburg Lamp, Brass and Glass Co. is a candelabra lamp. It is not only an ornament, but affords adequate light for all purposes. It is made in a very pretty design and is shown in two finishes—gold and verde. The lights are fitted with small imitation silk shades, the one in gold with ecru-colored and the other pink, while the verde has a white shade with a dainty floral design. This should find a wide sale for use on the dining table.

A line of popular-priced electric and gas portables that invairably proves its worth on retail sales tables is that of the Imperial Art Glass and Lamp Works; and there are good reasons for its popularity, for the line is quite different from what is usually seen in inexpensive lamps. No copied design finds a place in the whole assortment, each one being original with their designers and the additions constantly being made assure the buyer visiting their salesroom of something new. This season's line is very comprehensive, and dealers interested in adding a profitable line to their lamp department should call or write for informaiion.

AROUND THE GLASS FACTORIES

tsburgh and Vicinity

A number of Bohemian glass decorators are now turning out some remarkably clever work for Chas. Reizenstein's Sons, of this city. e artists came to the United States recently, and l their way to this city in the hope of obtaining pyment. They were attracted by the fine decor- lass in the Reizenstein display window, and en- the store to enquire where they might best make p ation. They explained the character of glass dec- at g they had been doing prior to the outbreak of e uropean war, and wanted an opportunity to prove ei skill. The Reizenstein firm had already been do- g ome decorating on both glass and china. The a f enlarging the shop to decorate crystal glass ap- al to them, and they engaged the Bohemians on e pot. The work now being turned out has been o nced the most clever ever exhibited here.

---

hn E. Marsden, president of the Liberty Cut as Works, Egg Harbor City, N. J., was in the dis- ct few days ago, accompanied by J. A. Hemple, of e Philadelphia office of the United States Glass Co. a o visited the Tiffin, O., plant of the latter com- ny efore returning home.

Jn B. Spahr, chief clerk of the United States ass o., who has been associated with the company ce s organization, has been a patient in the Pitts- rgh Hospital for the past fortnight. It is his first es n twenty-five years.

G ss decorators have been rather "up against it" late n account of the diversified lines being ordered the customers. Decorators as a rule do not carry cks nd of late the glass manufacturers have not we their plants to become warehouses; so the mer now have to order a sufficient volume of one n t make a "turn" at the factory, and take the out- of at turn. Should the decorator have an order m s customer for only half of the "turn" he is pel d to carry the surplus himself, and perhaps will not dispose of it within a year. Under the old system decorators could get almost any amount of stock they wanted.

Lighting glass manufacturers are showing keen interest in the lighting plans for the H. C. Frick Arcade Building, now being erected here. The contract will be the largest ever awarded for a mercantile building in Pittsburgh.

The two new lines of stand lamps shown by the United States Glass Co. are having a good sale. The South, Southwest and Northwest have been liberal buyers of lamps all season.

"Just as soon as the 'trouble' in Mexico is ended you will see a heavy volume of orders for American glassware coming from that country," said a glass manufacturer. "We have positive information that all retail stocks are 'shot to pieces,' and that no glass is being imported into the interior. The City of Mexico is always a heavy glass buyer in times of peace, and it will be again. Personally, I look for new business in Mexico to open with a rush within the next few months." Glass is now being shipped to Mexico only in limited volume, and to the port towns.

The following additional reservations for the Pittsburgh Fair next January have been announced by the Ft. Pitt Hotel:

F I Simmers. ...	Hall China Co
E P Chapman.....	Demer Bros Cut Glass Co
C G Cassel.....	A H Heisey Co
H K Connors	Crooksville China Co
Jack Patterson....	McNicol Pottery Co of Clarksburg, W Va
H B Knoblock....	Potters' Co-Operative Co
———	National China Co

A well-known glass salesman working out of this district was unable to secure a room in a certain town on account of a convention and State Fair being held there. It was therefore impossible to show his complete line. However, he had two samples in his handbag. These he put in his pocket, went to a customer

and offered one item as an exclusive proposition if a carload order were given. He got the business. Then he showed the other to another house, and with a similar story secured a second carload order. "It was the shortest and most profitable stop I ever made," he said.

Capt. G. W. C. Johnston, an Ohio River packet owner well known to the glass manufacturers in the Ohio Valley, was killed here by a fall a few days ago.

With a capital stock of $10,000 the Sandusky Glass Mfg. Co. has been formed at Sandusky, O., by Samuel McKittrick and others.

Honesdale, Pa. Industrial conditions here have improved materially during the past week. All of the industries have taken on additional help. The Krantz & Sell Co. have been running their plant twelve and a half hours daily, and the prospects are that they will work on extra time up to Christmas.

DETROIT NOTES.

IN a pretty little store which measures only sixteen feet front, but which has a depth of 100, with an "L" about sixteen feet square, Frank L. Martin has established himself in Detroit with an unusual stock of goods, displayed in an unusual manner. Nearly everything is special and of high quality. He gives every piece plenty of room. There is no crowding, and every visitor exclaims at once on entering: "How pretty!" The lamp room in the "L" is darkened so as to give full effect to the lamps when lighted; and here, too, every lamp has plenty of room. While the dimensions of the wareroom seem small when put in figures, so tastefully are the goods displayed that one forgets the size and looks only at the exhibition. It is a little casket of gems. Mr. Martin has made a lot of friends already, and his business far exceeds his utmost expectations.

* *

L. H. King & Co., who have been established for years in Detroit, occupy a large store of six floors. It is full of all kinds of china, glass and housefurnishing goods of the better grades. They make a specialty of open stock dinnerware and hotel goods, and do a large business, not only in the city, but in the surrounding territory. The stock rooms are models of cleanliness, and are kept so systematically that there is never any confusion. Everything has a place and is in it.

* *

This town is known as the biggest automobile center in the world, and it seems as if everybody in the place owned one, judging by the number parked in the streets. During business hours all the principal thoroughfares are so lined on both sides with cars it is difficult to find room for one which comes in a l late.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week en October 26, 1915.

BORDEAUX

93	packages	chinaware	Theo Haviland
4	"	earthenware	Ovington

GENOA

7	packages	chinaware	Kronfeld, Saunders

LIVERPOOL

6	packages	earthenware	G Collamore
8	"	"	Butler
32	"	"	W S Pit
11	"	"	Downing's Foreign Ex
11	"	"	G F Bassett
24	"	"	Maddock & I
13	"	"	Knauth, Nachod & K
2	"	"	Davis, Collamore
5	"	"	L Straus &
8	"	"	F L Kraemer
1	"	chinaware	Dingelstedt
14	"	"	Burley & Tyrr
6	"	"	Tiffany
7	"	glassware	Davis Collamore
10		"	Thomas & Pis
5	"	"	G Collamore
445	"	"	S Bache
14	"	"	W H Plummer
21	"	"	Meakin & Ric
11	"	"	J Dei
2	"	toys	Strauss Bros
32	"	"	Mecca

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8	packages	earthenware	Jones, McDuffee & Stratt
26	"	"	R F Downing
9	"	"	American Expr
3	"	"	Charles R
1	"	"	Miscellane us (d

GENOA

3	packages	earthenware	Jones, McDuffee & Stratt
78	"	"	R F Downing

GLASS MAN THROWN FROM AUTO.

WM. SMITH, general superintendent of the Smith Glass Co., Mt. Pleasant, Pa., was seve bruised and the chauffeur killed in an auton wreck October 20. Mr. Smith, who was ill, was taken to see a physician. The engine stalled curve, and in attempting to start the car, Th Wible, Jr., who was driving, released the brake the heavy machine backed over a fifteen-foot em ment, Wible being pinned beneath the wreckage. Smith, who was thrown clear of the car, was tak the Mt. Pleasant Memorial Hospital.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A number of large buyers are anticipating their wants, and preliminary selections have been made of patterns that will be required during the first quarter of the new year. Not only have some potteries booked business for delivery in January and February, but have contracts calling for steady shipments until next June. The large mail order houses have been the first in the field, the buyers for these saying that big business during the first quarter of the new year was never so promising.

* *

At a recent meeting of the board of directors of the Colonial Pottery Co. the former officers were re elected. The business of the company for the past fiscal year was the best in years.

* *

John B. Macdonald, sales manager for the Knowles, Taylor & Knowles Co., and A. P. McPherson, Western East salesman, spent the early part of the week in Chicago territory.

* *

"We are operating to capacity, and have a heavy volume of business booked ahead," said President Fred Sebring, of the Saxon China Co., Sebring, last week.

* *

Henry P. Knoblock, vice-president and sales-manager for the Potters' Co-Operative Co., has returned to his office from a business trip to New York and other Eastern points. The plant is working to capacity.

* *

Several hand-painted dinnerware patterns will be brought out in this district in December. Two of them are already being put through the kilns.

* *

A new private office has been completed for President George C. Thompson at the Thompson Pottery Co. It is double the size of the former apartment, and has been furnished with the latest modern office equipment.

* *

James C. Deens, sales manager for the McNicol Pottery Co., came home from a Southern trip last week, and then left for the East, returning to the office Tuesday last.

* *

At an approximate cost of $10,000 the E. H. Sebring China Co., Sebring, O., are about to erect a new office and showroom building.

* *

W. E. Langdon, efficiency engineer, Columbus, O., was in East Liverpool and Sebring last week in connection with the cost and efficiency systems he is installing with the Knowles, Taylor & Knowles Co. and the Sebring Pottery Co. He said that a number of other potteries are considering installing systems the first of the year.

* *

A salesman who has just returned from the road reports that stocks are exceedingly low, and that merchandise men are more liberal in allowing the orders of buyers to go through.

* *

The Crown Pottery Co., Evansville, Ind., is having a new dinner shape modeled in this city. Molds will be delivered within a few weeks, and the company will have the set ready for the January trade.

* *

J. W. Watte, buyer of pottery for Butler Bros., New York, left for home last Thursday evening after spending ten days in the district placing orders and urging haste in making shipments. It is evident the retail trade is buying in liberal volume.

*

Juvenile sets are in heavy demand, and the T. A. McNicol Pottery Co., which is showing a special line of decorations on these compositions, is enjoying a large business.

* *

It is said that the annual output of the potteries at Sebring, O., is something over $3,000,000. This puts it in second place, so far as Ohio pottery production is concerned.

* *

Quite a number of the new dinnerware treatments

to be shown for the January trade will be patented. I is thought this will be a good thing for the trade and also the manufacturers. The patents are being taken out by the decal manufacturers, the serial numbers of the designs appearing on all decal sheets.

* *

A decided increase in orders from scheme buyers has been recorded within the past month.

* *

Frank A. Leonard, salesman for the Thompson Pottery Co., has returned from his early fall trip.

*

H. E. Huston, a traveling salesman for the Saxon China Co., Sebring, O., was one of the eighteen persons injured when a passenger train on the Ohio River division of Baltimore and Ohio railroad was derailed at Belleville, W. Va., October 17. Huston who was in a sleeping car, heard the crash and braced himself for the shock, thus preventing serious injuries. He escaped with a badly-bruised neck, shoulder and left leg.

* *

Cartwright Bros. are having a heavy sale on their new line of kitchen bowls, which are of a white body with colored-band decoration. They can be had in the same sizes as the yellow bowls and in a variety of treatments. Harry A. Keffer, now in charge of the sales department of this concern, is forwarding good business to the home office.

* *

A number of new decorations are being shown on the new Colonial dinner service of the Sebring (O.) Pottery Co. Department store buyers are taking kindly to this new creation. Its shape is distinctive, and the body and glaze are both excellent.

* *

The D. E. McNicol Pottery Co. of Clarksburg, W. Va., will maintain an exhibit at the Ft. Pitt Hotel in Pittsburgh during January, in charge of Jack Patterson, formerly a frequent visitor at Pittsburgh during the exhibit season, but in the capacity of buyer. One of the largest rooms on the seventh floor will be occupied.

* *

The "baby plate" is proving a good specialty this season, and potteries making them are being favored with liberal orders.

* *

It is said in many pottery offices that orders are of a character that insure steady operation for from one to three months, even if not another order is received. Not once during the past year has general pottery buying been as active as is now the case.

*

One of the interesting features of the trade noticeable during the past few weeks is the increased demand from large jobbing interests of open stock American dinnerware. It is common knowledge now that they plan to handle open stock American dinnerware in the same manner as they have been handling imported patterns; and this business is bound to increase during the coming year. Once the trade is established, the manufacturers believe it will soon grow into immense proportions.

Mount Clemens, Mich.

The Mt. Clemens Pottery Co. are building two additional kilns, which will be ready for use in a few weeks. They are crowded with business and are contemplating the advisability of doubling their capacity next year. They make a high grade of semi-porcelain with attractive decorations which has taken with the trade to such an extent that they have had to call in their travelers.

MORE WAR VICTIMS.

LATE last week George B. Jones, representing Johnson Bros., Hanley, England, received a cable announcing the wounding at the front of Leslie Johnson, oldest son of Robert Johnson. "Old Bob" Johnson, as he was familiarly called, has many friends in this country, and news of the injury to his boy will evoke their sympathy.

On top of this comes the news that Reginald Johnson, son of Harry Johnson, has been killed.

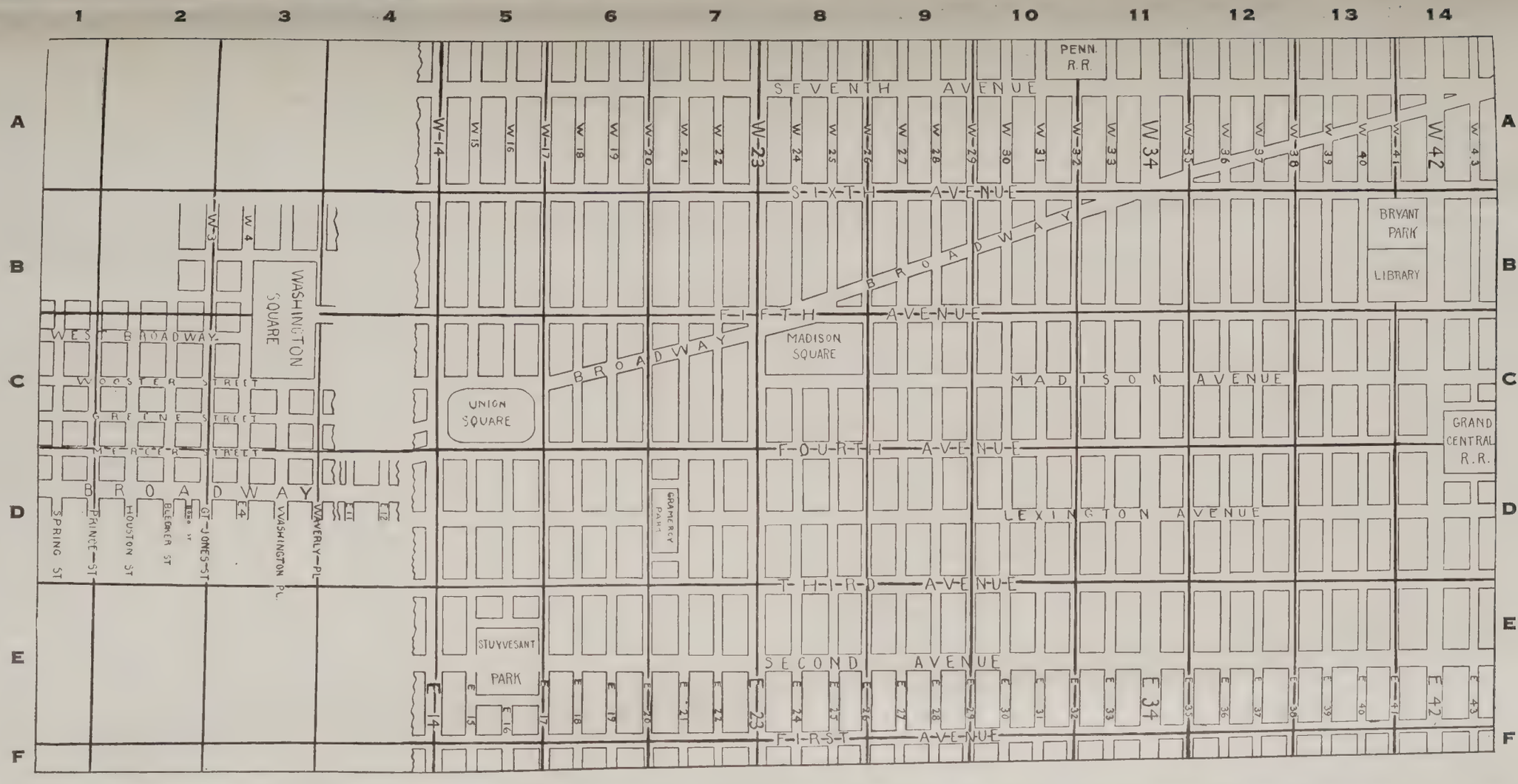
Leslie, with his brothers, Stewart and Ernest, were in the Alfred Johnson plant, and Reginald was in the sanitary end of the business. Leslie was born in East Orange, N. J., about twenty-two or twenty-three years ago, and lived there until he was about three years old, when his parents took him to England.

Both Leslie and Reginald enlisted in the Fifth North Staffordshire Infantry at the first call. They were manly men, large in stature and mental makeup. They commanded attention and respect everywhere in social circles, and at the works were held in high esteem.

Last week we chromicled the death of J. Hamilton Fleming, of W. H. Grindley & Co. Now a cable comes to W. S. Pitcairn announcing the killing of J. H. Grindley, son of Capt. W. H. Grindley. The young man had just finished his schooling when the war broke out, and enlisted at the first call. He was a fine lad and had promise of a brilliant future. This is the third loss to the Grindley concern by reason of the war. Arthur Wood, the company's designer, went down in the Lusitania.

E. J. Ridgway has received a cable notifying him that Captain H. Ridgway was killed in action in France on October 14. He was the son of E. A. Ridgway, of Bedford Works, Stoke-on-Trent.

Locations of Firms in the Uptown District



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

A R Willauer, c, g, Wm Laubach & Sons, Easton, Pa. 41 Union sq.

A H Baum, hf, D C M Goldenberg, Washington. Cumberland.

R Krauss, c, g, hf, L Dimond & Sons, Providence, R I. Prince George.

Carl R Hoffman, c, g, hf, W M Whiney & Co, Albany. 41 Union sq.

Miss K M Riordan, c, g, hf, Jas H Bunce Co, Middletown, Conn. 75 Spring.

W P Briggs, c, g, Sibley, Lindsay & Curr Co, Rochester, N Y. 435 Fourth ave.

E Gona, c, g, W O Hewett Co., Rockland, Me. Breslin.

R A Staley, t, Wren Co, Springfield, O. 320 Church.

C F Thomson, t, James Edgar Co, Brockton, Mass. Prince George.

O Phillips, s, W & A Bacon, Boston. 1133 B'way.

Miss Deady and Mrs H L Boughton c, g, H L Boughton Store, Catskill. Continental.

A Binswanger, s, Siegel, Cooper Co, Chicago. 13 East 22d.

Miss K M Riordan, hf, c, t, J H Bunce Co, Middletown Conn. 75 Spring.

W P Briggs, c, g, Sibley, Lindsay & Curr Co, Rochester. 432 Fourth ave.

S B Moody, c, g, l, Newcomb Endicott Co, Detroit. 200 Fifth ave.

Mrs S Nachman, c, g, S Nachman, Newport News. Grand.

G French, s, "Hillman's", Chicago. 16 West 22d.

F W Gremmels, t, J Horne Co, Pittsburgh. 470 Fourth ave.

E E Saul, hf, J M Dean Co, Providence. Flanders.

E E Scarfe, t, Hunter, Tuppen Co, Syracuse. Prince George.

W D Gilmore, c, g, Shepard, Norwell Co, Boston. 220 Fifth ave.

J N Ware, hf, Ware & Solomon, Helena, Ark. 114 Fifth ave.

F L Sturtevant, hf, c, Forbes & Wallace, Springfield, Mass. 2 Walker,

F A Montei, hf, t, G Fox & Co, Hartford. 320 Church.

H E Albee, c, g, hf, Mandel & Schwarzman, Bloomington. Ill. Herald sq.

Messrs Martin and French c, g, Barton Co, Manchester, N H.

A J Tourangeau, Henry Morgan & Co, Montreal. Manhattan.

W Emmons, Sage, Allen Co, Hartford, Conn. 75 Spring.

J Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.

G B House, s, Jones Store Co, Kansas City. Prince George.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

A PROGRESSIVE WESTERN HOUSE.

IN addition to their long list of crockery, glass and housefurnishing goods, Kinney & Levan, Cleveland, O., have recently added a long line of hand-painted Swedish ware with celluloid finish. This class of goods has lately become very popular with "gift shops," and includes waste baskets, door-stops, cigarette-holders, umbrella stands, and a hundred other articles both useful and ornamental. They are made in tin, cast iron, papier-mache and wood, ornamented with mineral colors, which are fired. The wares sell on sight and make big profits for the retailer.

In their regular lines Kinney & Levan have been exceedingly fortunate in the getting of foreign goods and are prepared to fill orders for the products of nearly all the well-known German factories. Retailers carrying open stock dinnerware patterns who are short of ware can probably have their wants supplied by addressing them at Cleveland, Ohio.

SEND ON YOUR SALESMEN!

WORD comes from Philadelphia that Jos. E. Frechie, who was for some time Eastern salesman for the Pittsburgh Lamp, Brass and Glass Co., and who acted as resident manager of the concern's New York office, has leased the building at 634 Arch street in the above city and formed a company to be known as Jos. E. Frechie & Co., Inc., which proposes to engage in the jobbing of electrical supplies, fixture parts, portables, lighting glassware etc. Manufacturers of this class of merchandise are requested to send their salesmen, catalogues, quotations, etc., to the above address.

THEFTS OF IMPORTS.

SOME months ago we called attention to losses by theft at the Appraisers' Stores, and the officials immediately took the matter up. We were invited to call and see that it was almost impossible for any robbery to take place in the warehouses, and the officials were promptly vindicated in these columns. The matter has cropped up again, and as a result of many complaints from importers that goods are missing from packages Appraiser Sague is conducting a searching investigation. So far the concclusion seems to have been reached that a great many of the thefts are committed before the merchandise reaches the Appraisers' Stores for the customary examination. The officials think the packages are tampered with on the steamship piers, aboard ship or before being loaded at foreign ports. Collector Malone maintains watchmen day and night on the piers here, but they have been unable to catch the thieves.

Store and **Basement** To Let

22 East 21st St.
Near Broadway
New York
Well located in new china and glassware district
Reasonable Rent
On premises or
E. S. Willard & Co.
Phone Hanover 5989 52 William St.

Jones, McDuffee & Stratton Co
25 to 39 Franklin, cor. Hawley St., BOSTON, MASS

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	"
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	"
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Potter Co.
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. Cns.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A Cns.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Poyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian Cns.
The MUNICH.	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian Cns.
The METTENBURG,	"
The GOLCONDA, Encrusted Gold,	"
The CASSEL,	"
The LOUVRE,	Theodore Haviland Co
The HANOI.	"
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	"
The BRINDISI,	Ginori Italian Cns.
The Royal Dresden BLUE ONION Porcelain. Crossed Swords band.	
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga Cns., W. S. George Pottery Co., Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 4000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

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'Phone, Barclay 6639.

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Direct factory representatives of glassware, china, etc.,

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C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

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50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

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HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware.

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. **66 WEST BROADWAY.**

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

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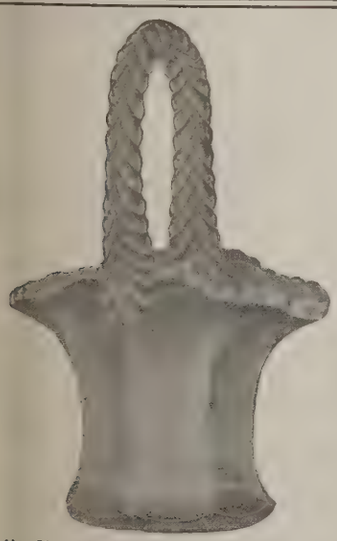
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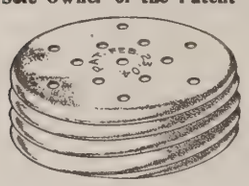
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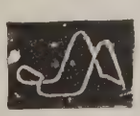


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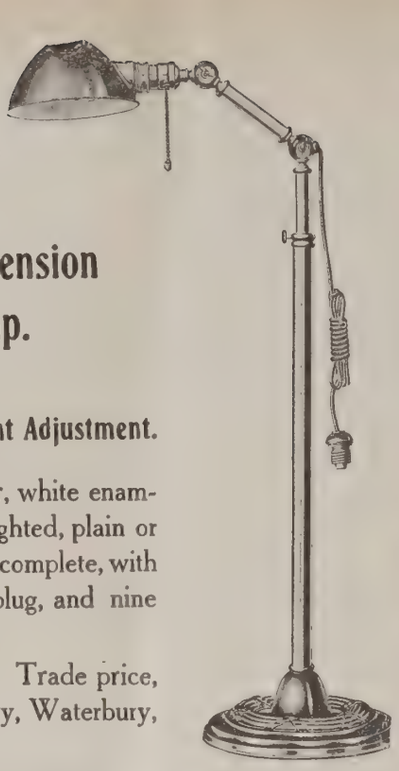
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CROCKERY AND GLASS Journal

ol. 82. No. 19

Nov. 4, 1915

K·L

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"PEERLESS" SHAPE

"The Litchfield Pattern."



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A BEAUTIFUL
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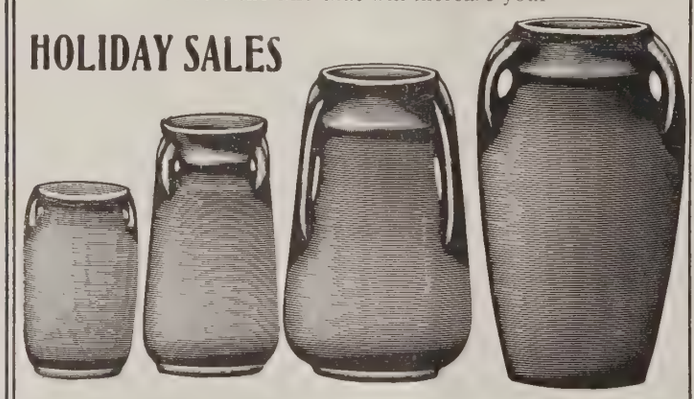
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Our Immense Shipments, just arrived from Rotterdam, bring the best assortment of Holiday Merchandise ever placed on Sale, including a splendid representation of

POPULAR PRICED CHINA, DOLLS, TOYS AND KINDRED LINES

Especially adapted to Department Store Trade

The lines listed below are now in stock ready for immediate delivery. EARLY SELECTION is not only *Important*—it is *IMPERATIVE.*

CHINA	Every kind of fancy item for the Holidays, as well as the Staple Dinnerware Lines. All prices completely represented.
TOYS	Of *Every* kind, Mechanical, Musical, Entertaining, Instructive, Etc., Etc.
DOLLS	Kid Dolls, including the Celebrated Kestner make Jointed Dolls, Character Babies of Kestner and Handwerck and other makes, also Dressed Dolls.
KEWPIES	Kewpie Dolls and Novelties, complete assortment.
STEIFF'S FAMOUS ANIMALS AND FIGURES	World Famous, and necessary to every complete Holiday stock.
SPEAR'S GAMES	Known to Toy Buyers everywhere. Complete Stock for delivery at once.
RICHTER'S STONE ANCHOR BUILDING BLOCKS	The ideal Toy to aid children's mental development. Beautiful Sets to retail complete from 25c. upwards.

As a final word we repeat Buy EARLY

GEO. BORGFELDT & CO.

16th Street at Irving Place **New York City**

GEO. BORGFELDT & CO.

The Great War

The 1916 Season

WE now offer Complete Lines of Import Stock in all departments for Immediate Delivery, as the result of the latest developments in the Blockade situation.

Goods *"Made in America"* are also on display. Many new lines are represented.

Import Samples from all of Europe are ready, and lines will be added from neutral countries and from Japan. Japanese samples for the coming season

Because the War may end as suddenly as it began, in which case shipping could be resumed, and orders that are abroad delivered with promptness at prevailing prices.

Because we feel confident that the American Note on the Blockade will shortly be presented, and may result in permitting certain classes of Central European merchandise transit, if non-contraband and consigned via neutral ports to American merchants.

Orders placed early are more likely to be filled at present prices than are delayed orders

Because there will be an increasing shortage of raw material in all industries as the War progresses.

Because there will be an increasing shortage of labor in all countries at war.

Everything indicates further advances in price if the War continues, and the maintenance of the resulting level for many months after peace is declared.

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VITRIFIED HOTEL CHINA

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"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 4, 1915.

THE CONDITION OF BUSINESS.

New York

The long-predicted revival has come, and with a rush. Everybody wants ware, and in a hurry. Delayed confirmations are coming in, with orders to ship immediately. One arrived this week the order for which was dated July 7, and with it came a request that the goods be shipped promptly. Another dated 'way back came last Friday requesting the wares not later than November 1. Both orders were for foreign goods, and not being confirmed were of course not sent forward. If the buyer get them next February they will be lucky.

There is no doubt about the impending scarcity of foreign goods. The home markets in Europe are getting busy. Immense quantities of ware have been destroyed, and with the shortage of labor not only will the demand equal, if not exceed, the supply, but there will be an added cost both in raw materials and the advance in wages.

The domestic manufacturers are coming in for a tremendous business. They have placed their wares this fall in stores they have never been able to touch before, and are getting Canadian business in considerable volume, with a prospect of increasing it. All this far there has been a call on them for the higher-priced goods from all over the country, but particularly from Canada. In that country, as in this, England has been slow in deliveries. Many importers, too, have taken up domestic goods, both crockery and glass, to fill in. The home factories are also not only supplying a big local demand which formerly went to Europe, but are building up an export trade all over the world. England is taking great quantities of goods. All the lamp chimneys, goblets and tumblers formerly obtained in Germany are now sent from the United States and Japan. With a good home and growing export trade trade the glass men will have plenty to do next year.

Some of the domestic potters are refusing orders stipulating shipment by December 1. They will only agree to ship "as soon as possible." Will buyers see the trend and get busy? If not, they will be whistling for goods in December and January.

There is a congestion of freight and a shortage of cars almost everywhere, which means that deliveries are and will be slow. While it has been difficult to get goods for the past month, it will be still harder for the next sixty days. And we hate to think of what will happen next spring, when in all probability there will be a big demand from the retailers for early supplies.

Pittsburgh and Vicinity

New business is being received by the glass manufacturers in good volume. The demand for blown ware is very active. Cut blanks are in demand. Tableware, however, continues to have a slow movement. Needle etched ware, both blown and stem lines, is unusually active with some factories. Portables are still selling well, although many dealers have already received their holiday requirements. Manufacturers believe that business for the last two months of the year will be very heavy.

East Liverpool and Vicinity.

Shipments of pottery from this district for the month of October were the heaviest of the year. In fact, new business was received in greater volume than merchandise could be packed. Present indications point to the fact that November will be equally as good. While an occasional heavy order is booked, the number of small ones is exceptionally great. High-priced dinner patterns are in best demand. The scheme business is holding its own, and liberal shipments are being made to buyers of these goods.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 2, 1915.

ALMERIA

6 packages chinaware.....H Creange

BORDEAUX

152 packages chinaware.....Theo Haviland & Co
3 " " .....Koons, Wilson & Co
6 " " .....L Touquart
17 " " .....J J Hines
11 " " .....Haviland & Abbot Co
32 " " .....L Straus & Sons
100 " " .....Haviland & Co
40 " " .....Herman C Kupper
31 " " .....A G Moment
20 " " .....L Bernardaud & Co
23 " " .....Vogt & Dose
11 " " .....Justin Tharaud
9 " glassware.....L Alavoine & Co
20 " " .....Snow & Co
5 " toys.....Strobel & Wilken Co

CHRISTIANIA

13 packages chinaware.....Royal Copenhagen Porcelain Co
5 " " .....Overton & Co
3 " " .....F B Vandergrift

HAVRE

100 packages chinaware.....Haviland & Co
7 " " .....Gimbel Bros
30 " " .....Herman C Kupper
33 " " .....Haviland & Abbot Co
25 " " .....Wm Guerin & Co
11 " " .....Justin Tharaud
19 " " .....L Bernardaud & Co
40 " " .....Vogt & Dose
12 " " .....S E Belum
9 " glassware.....F Bing & Co
24 " toys.....F W Woolworth & Co

LIVERPOOL

6 packages earthenware.....G Collamore & Co
9 " " .....Maddock & Miller
1 " " .....D F Young
2 " " .....H Creange
1 " " .....Fondeville & Van Iderstine
4 " " .....W S Pitcairn
1 " " .....L A Consmiller
10 " " .....E Boote
1 " " .....Davis, Collamore & Co
1 " " .....P Leyland
8 " " .....Lazarus & Rosenfeld
2 " glassware.....T S Todd & Co
1 " " .....Rowland & Marsellus
5 " " .....J Davison
6 " " .....Meakin & Ridgway
1 " " .....Burley & Tyrrell Co

ROTTERDAM

114 packages earthenware.....Strobel & Wilken Co
338 " " .....Geo Borgfeldt & Co
38 " " .....L Wolf & Co
182 " " .....L Straus & Sons
637 " " .....Butler Bros
125 " " .....G M Thurnauer & Co
64 " glassware.....A & H Veith
12 " " .....P Maslanski
2 " " .....A Steinhardt & Bro
294 " " .....L Straus & Sons
3 " " .....S Bache & Co
134 " " .....Snow's U S Sample Express Co
53 " " .....L Wolf & Co
117 " " .....Strobel & Wilken Co
1 " " .....Miscellaneous Orders
122 " toys.....L Wolf & Co
14 " " .....S Gabriel Sons & Co
20 " " .....R H Macy & Co
438 " " .....F W Woolworth & Co
338 " " .....Geo Borgfeldt & Co
20 " " .....A Steinhardt & Bro
14 " " .....G M Thurnauer & Co
9 " " .....G W Travers & Co
24 " " .....B Shackman & Co
34 " " .....Butler Bros
236 " " .....Strobel & Wilken Co

LONDON

3 packages toys.....Geo Borgfeldt & Co
21 " " .....W A Foster & Co

SHANGHAI

162 packages chinaware.....Long Song Ti & Co
22 " " .....Lunham & Moore

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

10 packages earthenware.....Jones, McDuffee & Stratton Co
7 " " .....Mitchell, Woodbury Co
2 " " .....Richard Briggs & Co
35 " " .....J H Thomas
30 " " .....W Mann
4 " " .....New York Produce Exchange Bank
2 " " .....W N Proctor Co

ROTTERDAM

10 packages earthenware.....Jones, McDuffee & Stratton Co
345 " " .....L Wolf & Co
4 " " .....J H Thomas
1 " " .....Geo Borgfeldt & Co

J. D. BERGEN CO. GETS VERDICT.

IN the suit of Richard Kohn, former manager of the New York office of the J. D. Bergen Co., a verdict was rendered last week in the latter's favor. A clause in the agreement between them entitled either party to a thirty-day notice in the event of resignation or dismissal. Mr. Kohn gave notice of resignation, and the Bergen Co., dismissed him at once. He then brought suit for commisssion for thirty days, amounting to several hundred dollars. The Bergen Co. made a counter claim, alleging that while he was supposed to be representing them exclusively he was selling the lines of other manufacturers. The court gave judgment against Kohn for $604 63, and against this allowed his claim of $200 for fixtures which he claimed were still in possession of the company.

Jottings Here and There

BY A QUIET OBSERVER.

A COMMON complaint among manufacturers and their agents is about the deplorable conditions resulting from price-cutting, a frequent expression of the former being that the practice has reached such a stage that there is no money in making goods, while the agents complain that it is difficult to get business without constant price concessions being made. The writer has heard the same story many times from men in various lines of business, and to know that there are others may be some consolation to those crockery and glass men who seem to believe that their line is the only one in which this state of affairs exists.

John Ling no longer buys for Mandel Bros., Chicago, but graciously turns the travelers over to others, for he is now "merchandise man" for five departments —crockery, glass, lamps, housefurnishings and pictures. With his own experience as a guide it may be safely reckoned that he will "confirm" as often as it is possible.

An epidemic of "special sales" is prevalent in Toledo, O., and Buffalo, N. Y., to the detriment of legitimate merchandising. In Toledo particularly this way of doing business is causing a lot of harm. A "dollar day" will be advertised, and all the principal stores in the city will have "dollar" counters. Shortly afterwards they will all unite on a "twenty-five cent day." The result is that people wait for the "specials," and only buy bargains. While it is not quite so bad in Buffalo, there are altogether too many bargain days there for the good of the trade.

It looks as though Twenty-third street was gradually coming into its own again. The buildings that remained vacant or only partially tenanted since it ceased to be a retail shopping center a few years ago are filling up, and there is a noticeable increase in the number of people on the street.

Some time ago a very charming woman in this city found it necessary to earn her own living. During days of leisure the study of china had been her hobby, and in consequence of her superior knowledge a large department store gave her a fine position, not because she could "sell," but because she could learnedly discuss with wealthy patrons china from all periods right down to the present. The buyer of her department frankly told her he could get a thousand women with selling qualifications to one who was an authority on china.

It would be interesting to know how much crockery and glass has been destroyed in the war. A large shell in exploding raises havoc in an area of a hundred feet or more, and the concussion will smash china at even a greater distance.

It looks as if the Canadian crockery trade was on the mend. Marc. Lester has put a new cover on his paper and changed the title, adding the words "Housefurnishings and Toys." The issue has an improved appearance and a lot of advertising—which spells prosperity.

Some time ago it was reported that $54,000,000 worth of china and glass was awaiting shipment at Rotterdam. The absurdity of the thing was apparent, as we have never imported more than $4,600,000 from Germany in any one year. At the same time it was said that general merchandise to the value of $167,000,000 was also at that port. Official returns have reduced this to $12,000,000.

Treasury officials are of the opinion that the increased demand for bank notes of small denominations which is manifesting itself more and more each month, according to the records of the director of the United States Mint, is indicative of the return of prosperity—the public spending money much more freely now than during the past year or so.

A New York establishment specializing in a celebrated line of porcelain which had been illustrated and described in an art publication received an order a few days later from a Western reader. A check was enclosed for $20, and the concern was instructed to send either of the vases illustrated and return the balance of the money. The prices of the pieces in question ranged from $350 to $1,900; so the concern was obliged to return the trusting one's check with thanks.

AT CHICAGO.

GETTING goods with which to fill rush orders for the holidays is now the main concern of the local china and glassware representatives. The volume of orders is larger than for many weeks, and the general feeling in the trade is one of great satisfaction at the turn things have taken at the year end. In all lines the battle is one of price, to a large extent, and the representatives of the various factories declare that they have never encountered a group of buyers who are more insistent upon value for the money expended than those who are placing orders this year.

* *

O. C. Helm, of the Ira A. Jones Co., arrived in the city early this week after completing a successful trip through his territory. He says that everywhere the trade showed improvement, and he looks forward to a banner business.

* *

F. E. Randley, manufacturers' agent, has taken on the line of the Wooster Pottery Co., a new corporation which has just started manufacturing at Fredericksburg, O., a line of brown and white cooking ware, yellow mixing bowls, and similar articles.

* *

Walter G. Minnemeyer, who has the line of the Hocking Glass Co., Lancaster, O., has just received new samples of illuminating glassware from the concern. On the tumbler line of the Macbeth-Evans Co. Mr. Minnemeyer is concerning himself only with getting the goods to keep pace with the orders he is receiving.

* *

Takito, Ogawa & Co. are rushed to get out goods for the holidays. The newest and best in the line is promised as a result of the work of their buying experts in Japan.

* *

B. M. Moran, of Cherokee, Ia., was one of the few arrivals in the city during the past week. Mr. Moran has just opened a new five and ten cent store in Cherokee, to be known as Moran, Winger & Co.

* *

F. B. Tinker, of the Cut Glass Products Co., says that the company is now confining its efforts to filling orders for the holiday trade. All its factories are working at top capacity to turn out the goods.

* *

C. B. Coleman, of the Tarentum (Pa.) Glass Co., Tarentum, Pa., was here for a few days last week.

* *

The announcement that Chicago is to have a new post-office, which will be able to take care of parcel post business in a better fashion than is possible at present, is of interest to the trade.

* *

Sunday was a big day in the china and glassware department of the Boston store, for then it was that Peter Rinkin superintended the work of moving into the new space created on the eighth floor by the addition of the large annex. The task was accomplished in good order and in the expected time, so that visitors to the department on Monday morning found everything in complete order.

* *

F. M. Drummond, of the Stouffer China Co., is passing the cigars and receiving congratulations on a new arrival in his home last week.

* *

The situation which has arisen in the cut glass trade owing to the shortage of potash from which to manufacture blanks continues to grow more serious. The demand for cut glass is heavier than usual, and many factory representatives are in despair because they cannot get goods.

* *

F. T. Renshaw, manager of the local branch of the United States Glass Co., is much enthused over the popularity of the new line of "Bluebird" decorated goods which the company has put out for the holidays. He is one of those who believe the bluebird fad will have a long run of favor with the public.

* *

E. B. Tibbits has wound up his business has manager of the glassware department of L. Klein's Twelfth street store, and is devoting his entire attention to his new position as manager of the crockery and glass department of Loren Miller & Co.

* *

D. F. Dearborn, of Pitkin & Brooks, is very optimistic. He said there had been no appreciable change in the import china situation—that the demand continues good in spite of the rising prices.

TO MOVE FURTHER UP TOWN.

AFTER being on West Fourth street for so many years, A. Gredelue, Meakin & Ridgway and Hugh C. Edmiston will move early in January to 129-131 Fifth avenue, corner of East Twentieth street, in the old Lord & Taylor building recently leased by Koscherak Bros., who will also occupy quarters there. The Roseville Pottery Co. and Kennard L. Wedgwood are at 133 Fifth avenue, next door.



ANOTHER NOVELTY—A SAVINGS BANK THIS TIME—BY THE LANCASTER GLASS CO.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Buyers of popular-priced lines of glassware have been wondering of late what new creation in glass will next be placed on the market that will have as heavy a run as did the iridescent ware so popular a few years ago. It is admitted that the iridescent line has about run its course. While orders are still being given, the volume is comparatively small. It is said that never before was a line of popular-priced glassware brought out which met with such a ready sale. All classes of trade bought it, and in large quantities. It was quite a fad for a few years; then sales started to fall off. "Whoever gets out something new to take the place of the iridescent line will have a good thing for a long time," said a salesman this week.

Laborers employed at the Gill Bros.' glass factory, Toronto, O., have formed a local union.

According to traffic officials of some glass factories, nferences are thrown out by the Interstate Commerce Commission that the trade should have knowledge of all ates. Should a shipment of ware be under-billed, and he mistake discovered later by the railroad, a claim is mmediately presented to the recipient. On the other iand, if a shipment is overcharged, and the recipient loes not know the real rate, the carrier keeps the overharge. Either way one looks at the situation, whether t be an over or under charge it is put down by the carier as a "mistake." The large glass manufacturers re now watching rates closer than ever before. The uyer, as a result, is protected as much as possible, but hould nevertheless be able to check his own freight harges.

The Macbeth-Evans Glass Co. are always adding o their line of lighting goods; consequently no new full ne will be brought out in January. They are showig many clever items in both lighting glass and portbles.

Every glass manufacturer in Pennsylvania is interested in the liability insurance charter which has ist been issued to the Pennsylvania Manufacturers' ssociation Casualty Co. The same rights are given the new company as any other casualty company. State laws compel all manufacturers to protect their workers, and it was intended that the manufacturers should insure with the State under the new liability act. Courts have ruled, however, that manufacturers have the right to insure with any company. Hence the new organization.

At the Deidrick Glass Co., Monaca, plans for the building of a large addition to the plant are progressing rapidly, and construction will start at an early date.

Mr. Bow was in the district a few days ago placing orders for the George H. Bowman Co., Cleveland.

A special meeting of workers and manufacturers of pressed ware met in joint conference at the rooms of the Glass Association to adjust making prices. Among the manufacturers attending were Victor G. Wicke, of the Imperial Glass Co.; A. P. Duncan, of Duncan & Miller Co.; Henry Batch, Indiana Glass Co.; Harvey Strong, Gill Bros.; G. W. McCreary, Phoenix Glass Co.; B. Shaffer and M. G. Smith, McKee Glass Co.; M G. Bryce, United States Glass Co. An amicable adjustment was made on all matters in dispute.

The United States Glass Co. is now showing the "Bluebird" decoration on plain bowls and jugs. In the past the decoration was confined mostly to vases. The general demand for "Bluebird" decorated glassware is increasing, and the line is being increased accordingly.

Already interest is being manifested in the banquet planned by the glass manufacturers to be given here in January in honor of the visiting buyers and salesmen. It will be remembered that a very enjoyable affair of the kind took place at the Ft. Pitt Hotel in January, 1913.

Manufacturers of automobile lenses and reflectors find a steady increase in the demand.

Tableware as a general rule has been slow all season, and manufacturers do not anticipate a spurt in this line.

BOSTON BUSINESS NOTES.

MANY friends in the trade have extended their heartfelt sympathy to Theodore Jones, of the Jones, McDuffee & Stratton Co., on the sad death of his son, Theodore Jones, Jr. The funeral, which was held on Tuesday, was attended by many of the trade.

P. D. McAuliffe, of Lowell, was here the other day to do some buying preliminary to opening a store with a line of electric and gas fixtures at 43 Schaffer street, that city.

The Sinclair Hardware Co., of Medford, when it moves into its new quarters on Salem street, will put in a complete line of kitchen goods.

W. D. Gilmore, china and glass buyer for the Shepard, Norwell Co., is back home after a buying trip to New York City.

James Scully, of Manchester, N. H., paid a visit to his Boston friends this week and placed some good orders.

The New England Furniture Co., Whittenton, near Taunton, is doubling the size of its store and enlarging its crockery, glass and lamp departments. Mr. Levy was in town placing orders this week.

Samuel Averill, Jordan-Marsh Co.'s lamp buyer, returned the last of the week from New York City.

The Pittsburgh Lamp, Brass and Glass Co.'s New England salesrooms have received new samples of the black and white dolphin etchings on semi-indirect bowls and shades to match, also on portables. They are very effective.

Charles Emerson, of Charles Emerson & Son, Haverhill, was in town for a day or two.

Messrs. French and Martin, china and glass buyers for the Barton Co., Manchester, N. H., passed through Boston the other day on their return from a New York trip.

Mr. Nevins, furniture buyer for the Sage-Allen Co., Hartford, Conn., and his assistant, A. G. Hedstrom, are to do the buying of china, glass and kitchen goods for the company's new department for the present at least.

George E. Bruorton, buyer of kitchen goods for the Shepard Co., Providence, and until recently buyer of the same line for both the Providence store and the Shepard, Norwell Co. of this city, has resigned, and on November 15 will go to the Abraham & Straus Co., Brooklyn, as assistant buyer of kitchen furnishings. Mr. Bruorton's departure from the Greater Boston field will be greatly regretted, and in order to show their regard there will be a gathering of salesmen at the Boston City Club on Friday night, when he will be the guest at their banquet, which is likely to make history in the trade in New England. Among those who have thus far signified their intention to attend are H. E. Prescott, Prescott & Co., Boston; J. Millar Muir, Homer Bros. & Muir Co., Boston; John D. Aiken, American Wringer Co., New York; C. A. Withy, Bissell Carpet Sweeper Co., Grand Rapids; E. J. Tucker, Chase & Francis, Boston; D. William Gilkey, Lalance & Grosjean Mfg. Co., New York; M. A. Lovell, United States Glass Co.'s New England manager; George A. Granville, representing Heisey & Co. and Economy Glass Co.; Paul M. Phillips, Weller Pottery; Frank E. Huxley, American Stamping and Enameling Co., Bellaire, O.; William J. Claflin, Krantz-Sell Co., Honesdale, Pa.; Ernest L. Dillaway, Rothschild, Meyers Co., New York; J. W. Dollahon, Simmons Hardware Co., St. Louis; Simon Theise, Fred Thiese Mfg. Co., Boston; J. S. Crapon, National Enameling and Stamping Co.; Frank E. Fellows & Co., Boston; Fred Huse, North Carolina Mica Co., and E. W. Casey, J. P. Eustis Mfg. Co., Cambridge.

The R. H. White Co. Mutual Benefit Association held its annual Halloween party with several hundred in attendance. The association, which was organized twelve years ago, has 1000 members.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct. 9, '15	Corresponding period 1914	Exports Jan. 1st to Oct. 9, '15	Corresponding period 1914
Boston	44	86	3737	4936
New York	110	374	7632	8107
Baltimore	22	164	5892	6769
Philadelphia	8	31	2022	2076
New Orleans	....	....	669	968
Newport News	....	....	61	86
San Francisco	....	....	1433	1031
Portland, Me.	40	....	1091	1001
Galveston	....	....	10	635
Portland, Ore.	....	....	141	....
Inland Points	....	....	436	426
Total	224	655	23124	26035

From the Freight and Shipping Circular of Smith, Christmas Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 9, '15	Corresponding period 1914	Exports Jan. 1 to Oct. 9, '15	Corresponding period 1914
New York	110	374	7632	8930
Boston	44	86	3737	5006
Philadelphia	8	1	2012	2162
Baltimore	22	164	5892	6769
San Francisco	....	....	1403	1071
New Orleans	....	....	669	1044
Portland, Me.	40	....	1091	1004
Galveston	....	....	10	635
Newport News	....	....	61	104
Portland, Ore	....	....	141	....
Inland Points	....	....	498	256
Total	224	625	23146	26981

THE METROPOLITAN MARKET

A VERY pretty addition to the excellent line of glass baskets made by the Duncan & Miller Glass Co. arrived last week at the showroom of Paul Joseph. It is in a well-proportioned, slender, flare shape, with an embossed handle. Its imitation floral cutting is pressed in such a clean-cut manner that it has the appearance of genuine cut glass. The fine quality of metal and excellent finish contribute to its effectiveness, and added to this is the attractive price.

The tasteful assortment of patterns in dinnerware recently brought out by L. Bernardaud & Co. continues to attract attention. The company's designers have evinced decided originality in a variety of treatments that add considerably to the strength of the line.

Julius Palme has been appointed local representative for the line of cooking ware made by the Mohawk Clay Products Co., Perrysville, O.

One of the most inviting lines to be found on the market in art metal goods is that of the Bradley & Hubbard Mfg. Co. There are any number of odd desk sets in finishes to harmonize with any decorative scheme; book consoles in all sorts of designs; smokers' articles, singly and in sets; and a host of novelties that should be in every stock for the holiday season.

The Horace Gray Co. are showing a glass owl with brilliant eyes as a companion to the dog "Toby" which the Lancaster Glass Co. put out a little while ago. These two items are extremely popular. Nothing more "catchy" has ever been made, and they are selling by the million.

Richness of coloring, unique designs, fine texture of body and beautiful matt finish are strong features with the Roseville Pottery Co.'s line of "Velmoss" ware. From the base an embossed green leaf extends part way up the piece, the green gradually shading into a burnt orange. In addition to a full line of vases in different shapes, flower bowls, umbrella stands, jardinieres and pedestals, etc., are on display at the local salesroom.

New articles in table glassware that have recently made their appearance at the salesroom of Frederick Skelton from the Beaver Valley Glass Co. include a very neat needle etching to match the No. 313 line of tumblers brought out some time ago, which has proved one of their most successful sellers. Another new item is an attractively-shaped jug in a fine quality of optic crystal.

A. Gredelue, American representative of Baccarat glassware, has a most attractive array of the line on display at his salesroom. The factories are working and promptly turning out all orders received.

Geo. Borgfeldt & Co. are sending out a pamphlet, gotten up in their usual elegant style, calling attention to the necessity of placing orders early and quoting their success in filling orders for those who followed their advice last year. They state that they have a stock of china, dolls and toys on hand for immediate delivery and also that they are handling many domestic products. There is a hint of higher prices, owing to the advance in raw materials and labor. They feel confident that the American note to England on the blockade will have its effect on lifting the embargo.

Horace C. Gray, head of the Horace C. Gray Co., is never satisfied to do things just as everyone else does them, and is constantly striving for something just a little bit different from what the other fellow has. His latest effort is a line of glass flower bowls and banquet centrepieces with flower-holders to match in deep, rich Belgian blue and black. Every buyer who has seen the goods has ordered liberally.

B. Tomby announces that he is now ready to supply from stock for immediate shipment the best selling items in fancy china produced by the Reinhold Schlegelmilch factories. This will be welcome news for buyers, for the assortment contains a host of things that will make holiday stocks attractive.

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Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 4, 1915.

THAT FIVE PER CENT REBATE.

IMPORTING interests are complaining of the delay on the part of the Government in bringing the five per cent customs rebate case before the Supreme Court of the United States for final adjudication. More than two years have elapsed since the passage of the Underwood-Simmons tariff act, which contains a provision that goods arriving in this country in vessels of American registry shall be entitled to a rebate of five per cent of the assessed duties, and still the importers of this country are at a loss to know as to the practical application of the law, the legal points involved having not yet been passed upon by the highest court of the land.

As soon as the tariff law became operative importers began to file protests, claiming that goods imported in foreign vessels were entitled to the rebate by reason of the existence of certain treaties with foreign nations providing that they shall not be discriminated against in the operation of our tariff and navigation laws. The language of the tariff act is to the effect that the rebate of five per cent shall be granted on goods imported in American bottoms, provided that the making of this allowance does not conflict with any existing treaty or agreement. From the outset the Treasury Department held that the giving of such a rebate would be in contravention of a number of treaties, and accordingly instructed collectors of customs to allow no discounts and regard that provision of the law as a dead letter.

The importers and their attorneys were anxious to obtain a decision on the question as promptly as possible, and they lost no time in submitting the case to the Board of General Appraisers. After the issue had been argued the board took about three months' time to prepare its decision, which was rendered on March 6, 1914, or five months after the passage of the act.

The Board held that the discount should be allowed in the case of American vessels, but declared that the allowance was not applicable to vessels of treaty nations. The importers immediately filed appeals to the Court of Customs Appeals, but the case was not argued until eight months later, and another six months elapsed before the judges handed down their decision, the date of the filing of the opinion being May 26, 1915. The court reversed part of the decision of the Board, holding that the five per cent rebate applied to merchandise brought into this country in treaty-nation vessels as well as in vessels of the United States.

About a month after the rendition of the Customs Court decision application was made to the Supreme Court of the United States for a writ of certiorari for a review of the decision. On June 21, 1915, the day the court adjourned for the summer, Chief Justice White announced that the writ had been granted.

At the time the Attorney-General applied for the writ the lawyers representing the importers agreed not to enter any opposition to the application on the promise that the government would use every possible means to expedite the case and move for its advancement on the calendar as soon as the court convened in the fall. It was believed that if the advance was made the first week in October it would be possible for the Supreme Court to hear arguments in November or December and that possibly a final decision would be rendered by the first of the year or early in January. It is now a month since the opening session of the Supreme Court, and the Attorney-General has not yet applied for an advancement of the case on the calendar It is understood that he does not expect to move until some time towards the end of November, and with further delays in the filing of briefs, etc., it is believed that the case will not be decided by the Supreme Court for several months to come.

PERSONAL.

STRICTLY a family party, John J. Miller and his three sons had a golf tournament all by themselves on Tuesday. It was John J. and "Bob" against "Bud" and "Don." For the edification of the few people who do not know them it may be said that the boys' names are Meredith, Donald and Robert, ranking in age as they are named. Before the game the sporting blood in them showed in offers to bet at all kinds of odds, from a cigarette to a dollar a hole. To an outsider the teams looked evenly balanced, but Meredith and Donald proved the winners by eight up.

Jas. B. Boote, who went on a hunting trip last week near Binghamton, N. Y., with a party of friends,

eturned home last Friday feeling as fine as a fiddle fter his week's outing. He says they killed all the partidges the law allowed. The homeward trip, a distance of 248 miles, was made by automobile in one day.

⚜

Homer J. Taylor, of the Knowles, Taylor & Knowles o., was in town this week conferring with E. W. Hamond, local representative.

⚜

W. P. Graham, of Graham & Zenger, takes advantage of every opportunity to go a-hunting. He pent the first half of this week trying his luck in the roods of Delaware County.

⚜

Mr. Godet, of Godet & Young, Hamilton, Bermuda, looking over the local market. He expects to spend en days or two weeks here.

⚜

Gus H. Bub, buyer for the B. Nugent & Bro. Dry oods Co., St. Louis, Mo., arrived in New York this eek to complete his buying of holiday stocks in china, lass, housefurnishings and toys.

⚜

H. A. Ross, sales manager for the Pittsburgh amp, Brass and Glass Co., spent Monday and Tuesay conferring with H. F. Weber at the New York ffice, leaving Tuesday night to visit the company's oston office.

⚜

David Saunders, the well-known china buyer rmerly with Mandel Bros., Chicago, and Stern Bros., is city, will open in Chicago as a manufacturers' ent next week. He already has Sharpe's cut glass, illiam Rueter's lamps and shades, American Antique onze Co.'s line, and expects to add others.

⚜

Frank S. Warren, with Maddock & Miller. was confined to his room for a short time this week with a sght attack of pleurisy.

⚜

Pittsburghers usually make quite a time of Hallowen, and this year was no exception. Frank H. Vaughn, who is showing the Brush-McCoy line at the Fort Pitt Hotel this week, writes that it was "some celebration."

⚜

Philip G. Frankel is now toy buyer for Stumpf & Inghoff, Milwaukee. His long experience with John Wanamaker, Gimbel Bros. and A. D. Matthews' Sons makes him well fitted for the position, and the firm is to be congratulated on securing him.

⚜

Felix Kohn, buyer for A. Lisner, Washington, D. C. arrived in town on Tuesday to place orders. Mr. Kohn is a capable buyer and has been connected with a number of prominent concerns, his last previous position being with the Simpson-Crawford Co. He is much pleased with his new post, and says business is getting better every day.

⚜

Wm. Davis, manager of the Wellington Glass Co., Cumberland, Md., is in the city this week.

⚜

Leon Rich, who travels through South America with the Fostoria Glass Co.'s line, arrived in New York last week from a trip during whtch he covered about 25,000 miles. After spending a couple of days here he left for his home in New Orleans.

⚜

H. J. Smith, traveling representative through the New England States for Cox & Lafferty, spent a couple of days this week at the New York office. Mr. Smith is a hustler and believes in staying on the job; consequently his sojourns here are very brief.

⚜

Axel C. Hanes returned home on Sunday after a three months' trip through the New England States and the Middle West for C. Dorflinger & Sons. He says business conditions have improved wonderfully, especially in the latter territory.

⚜

Favorable reports come from the Mineola, L. I., hospital regarding the condition of Frederick Morse, who recently underwent a third serious operation. He is progressing slowly, but satisfactorily, and it is hoped that a few more weeks will see him back at his duties as manager of Gillinder & Sons' New York office.

⚜

In our last week's issue there were discrepancies with regard to the status of two of the people mentioned in our chronicle of war victims. Leslie Johnson is the eighth son of "Bob" Johnson, not the eldest; and Ernest Johnson is a director and head of the commercial department of Johnson Bros.

⚜

A. H. Sharpe, who conducts a cutting shop in Buffalo, is in town this week placing orders for blanks.

⚜

Jos. C. Davis, traveling representative for the Knowles, Taylor & Knowles Co., was elected to membership in the Salesmen's Association at a meeting of the board of management last Friday.

ENGLISH CROCKERY DESTROYED.

TWO hundred and thirty-five crates of English ware consigned to Maddock & Miller, this city, were lost in a fire which destroyed one of the piers of B. & O. Railroad in Baltimore last week. Fortunately, they had withdrawn a number of crates the day before, or the loss would have been greater. This was reserve stock, and duplicates were immediately cabled for.

BAMBOO LAMP SHADES PAY 15 PER CENT.

IN a contention relating to lamp shades whose chief value is bamboo Morimura Bros. were sustained. The shades were taxed 25 per cent ad valorem under Paragraph 175, providing for "blinds, curtains, shades or screens, in chief value of bamboo." Judge McClelland held that in the absence of a more specific provision for shades of this kind they were properly dutiable at 15 per cent ad valorem as manufactures of wood.

SUMMARY OF IMPORTS.

IMPORTS for eight months ending August 31 were as follows: In crockery England showed a loss of $57,085 for the month and $86,085 for eight months. Austria sent in August only $31 worth, as against $33,853 in 1914, and Germany $9,186, as against $323,182—a loss from the two countries of $357,035. For the eight months the loss from Austria was $2,330,639, and from the two countries combined $2,533,162. The loss from France for August was $31,150, and for eight months $300,616. From Japan the loss in August was $25,678 and for eight months $97,656 From "all other countries" the loss in August was $6,370, although in eight months there was a gain of $71,804. The total loss for eight months is $1,935,691, or about 33 per cent.

In glass the falling off was $3,216,540, or the difference between $5,377,186 in 1914 and $2,216,540 in 1915—about 60 per cent.

In 1914 we imported hydrate of potash (the technical name for the ingredient used in the manufacture of glass) to the value of $13,394. In 1915 not a single dollar's worth.

SOLVING THE POTASH PROBLEM.

SEVERAL new methods of increasing the supply of American potash have recently been brought to the attention of the Bureau of Foreign and Domestic Commerce. One of the most promising of these efforts to find a substitute for German fertilizers is a patent taken out a few weeks ago by a Canadian for a method of using the potash in ordinary feldspar.

The process is a simple one, consisting of heating the feldspar with limestone and iron oxide at a temperature of about 2,200 degrees, which produces a partly fused mass that is easily decomposed by a weak acid. From this product the potash salts can readily be extracted for further purification. The inventor has been in consultation with Dr. Norton, the expert who has been looking after the potash and dyestuff situations for the Bureau, and it seems very possible that a greatly simplified method of transforming feldspar into fertilizer will soon be available.

A practical tryout of another method of obtaining potash fertilizer will soon take place at a New Orleans distillery where molasses is used in large quantities. It is a fact that 106 tons of potash are wasted daily by the twenty-five or more distilleries in this country that subject molasses to processes of fermentation. The New Orleans company is planning to install the process of saving the potash in distillery waste recently brought to the attention of the public by the Bureau of Foreign and Domestic Commerce. It should be possible to make fertilizer from this otherwise worthless material at a price that will meet competition even after the war is over.

THEODORE JONES, JR., KILLED.

LAST Saturday evening Theodore Jones, Jr., aged fifteen, only son of Theodore Jones, of the Jones McDuffee & Stratton Co., Boston, was instantly killed by collision with an auto delivery truck near the junction of Buckminster and Sumner road, Brookline.

Just how the accident occurred is not definitely known. The driver of the truck says that he felt a crash in the rear of his car. He stopped immediately and found the body of young Jones, with a bicycle, a short way off. He took them both immediately to the police station and reported the accident.

It was learned later that the boy had started on his bicycle to join some playmates in a Hallowe'en celebration. Death was evidently instantaneous.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishing; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

P L Beck, t, c, Baltimore (Md) Bargain House. 35 Fourth ave.

N McColgan, hf, W & A Bacon, Boston. 1133 Broadway.

O Davis, hf, J L Libby, Portland, Me. Imperial.

E F Loge, hf, c, Miller & Rhoads, Richmond, Va. 432 Fourth ave.

D F Magee, hf, Martin & Naylor Co, Greenville, N Y. 320 Church.

H C Sheffield, hf, Sage, Allen & Co, Hartford. 7 Spring.

C H Wessel, hf, B Nugent & Bro, D G Co, St Louis. 470 Fourth ave.

A K Belteridge, s, Boggs & Buhl, Pittsburgh. 3 West 26th.

W H Regenstein, s, Davison-Paxon-Stokes Co, Atlanta. Longacre.

R H Schuepf, hf, c, Columbus (O) D G Co. Breslin.

E Reese, hf, Reese Bazaar, Wilkesbarre. Imperial.

H J Donahue, c, Ed Malley Co, New Haven. 32 Church.

J E Hogan, hf, c, Shartenburg & Robinson, Pawtucket, R I. 75 Spring.

A A Hall, c, g, Hutzler Bros & Co, Baltimore. Breslin.

H Giltner, hf, c, Foster, Rose & Co, Auburn, N Y. 1170 Broadway.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

During the past week several large importing houses which in the past have featured English earthenware have placed orders here for open stock requirements for 1916, deliveries to start in January. In several instances these houses have forwarded their own decorative designs to the plants.

* *

A special meeting of Western manufacturers affiliated with the United States Potters' Association took place last Thursday night to consider inequalities existing in some branches of the decorating trade.

* *

Fred Kline is making a short trip over his Southern territory in the interest of the Knowles, Taylor & Knowles Co.

* *

Mr. Martin, of the W. H. Martin Co., Toronto, Canada, accompanied by Mr. Mooney, of the same house, were in the district a few days ago placing orders for early delivery.

* *

The new catalogue of the National China Co., Salineville, O., just issued, gives not only prices and terms, but the cost of packages, weight per dozen of every piece of ware, trade size and actual measurement of each article. The new "Superior" plain dinner shape, which is to be had in twenty-five new treatments, is of course featured.

* *

N. A. Frederick, formerly associated with the Globe Pottery Co., has been appointed to a court position here.

* *

During a brief Eastern trip lately the sales manager for a local pottery booked one order for $10,000.

* *

Edward J. Touhill left for the West this week with the lines of the Colonial Pottery Co., including samples of the company's new vitreous porcelain hotel ware.

Pottery supply dealers in the Eastern Ohio district say there will be no shortage of English ball and china clays this year. The mines are working, although not on full time, and they claim that it is a comparatively easy matter to procure tonnage reservations on ships leaving English ports for the United States. As a rule the clay is used for ballast, and a considerable amount is now available at the port of Philadelphia, ordered some months ago when it looked as if there would be a scarcity.

* *

All local plants are working full time, while those in the outlying territory report unusual activity; consequently clay brokers report the heaviest business of the year.

* *

Dale Thompson, of the Thompson Pottery Co., with a party of friends started a few days ago on a "hike" from the city to Grafton, W. Va. They will be gone a month.

* *

At a meeting of the Western Standing Committee held in the Potters' Club here last Monday night the making prices of a number of items were adjusted in an amicable manner.

* *

W. E. Wells, of the Homer Laughlin China Co., who has been making a combined business and pleasure trip to the Pacific Coast, returned this week.

* *

A local attorney is offering for sale seventy-five shares of the capital stock of the Consolidated Manufacturers' Co., a pottery concern operating at Grafton, W. Va.

* *

Fire did slight damage last Friday morning in the glost kiln department of the plant of the Sebring Pottery Co. Some brick fell from the top of the kiln, which allowed flames to come in contact with the ceiling. The automatic sprinkler system extinguished the fire.

* *

Knowles, Taylor & Knowles' sample room is undergoing renovation, and it is possible that the new 1916 lines will not be arranged here until early next month, although they are being shown to Western buyers by their travelers.

OBITUARY.

THE death of one of the pioneer dealers in the trade occurred on Wednsday of this week when Abraham Kline, who conducted a china and glassware business for years in Wilkesbarre, Pa., passed away at his home in that city, aged eighty-five. He was born in Germany, came to this country in 1830, and successively engaged in business in Danville, Bloomsburg, Philadelphia and Wilkesbarre—the latter in 1877. He was an uncle of Fred Kline, Southern representative of the Knowles, Taylor & Knowles Co. He is survived by five daughters, one of whom, Miss Essie, has acted as manager of the business for some time past, and who will continue to direct its affairs.

Charles F. Fried, a member of the Osborn Bird Cage Mfg. Co., died on Monday at his home in East Orange, N. J., in his fifty-seventh year. Mr. Fried, who was secretary of the company, entered its employ forty years ago, and worked his way up. He had been on the road on business and was in good health until a week ago, when he was taken with pneumonia. He was a prominent Mason and a man of genial qualities.

John Cartwright, aged seventy-eight, a pioneer pottery manufacturer of Utah, and later for many years a merchant in Salt Lake, died October 23 in that city. Mr. Cartwright was born in Derbyshire, England, and came to this country in 1859.

TAKITO, OGAWA & CO. TO GO UPTOWN.

THE announcement is made this week that Takito, Ogawa & Co., who are now located at 25 Park Place, are about to join the uptown wholesalers, having leased the entire second floor of the building at 99-101 Fifth avenue, between Seventeenth and Eighteenth streets, where the greatly-enlarged space and general improvement in surroundings will enable them to make a more comprehensive and attractive display of Japanese goods than ever before. They contemplate fitting the place up handsomely and expect to be located there by December 1. Carl Underwood, the new local sales-manager for the company, is to be congratulated upon the location selected, being right in the centre of the uptown district and easily accessible from all parts of the city.

E. J. HUOTT HURT IN AUTO CRASH.

IN a collision between two cars at the intersection of Coney Island and Foster avenues, Brooklyn, on Wednesday night, E. J. Huott, formerly editor of "Pottery and Glass," was injured internally. Both machines caught fire and were destroyed. Of the eight occupants of the cars only one escaped. Five were so badly hurt it is thought they may die.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of August, 1915, compared with the same month in the preceding year, were as follows:

	1914	1915
Great Britain	$233,326	$176,241
Austria	33,853	31
France	96,004	64,854
Germany	323,182	9,186
Japan	164,161	138,483
Other Countries	31,229	24,855
Total	881,755	413,650

FOR EIGHT MONTHS ENDING AUGUST.

	1913	1914	1915
Great Britain	$1,576,070	$1,603,746	$1,517,685
Austria	430,516	342,953	140,4 0
France	1,212,292	914,517	613,901
Germany	2,347,375	2,518,726	1,188,087
Japan	893,785	845,149	747,493
Other Countries	203,139	207,355	279,159
Total	6,663,177	6,432,446	4,486,755

TOYS.

	1914	1915
Germany	$808,593	$ 4,341
Other Countries	103,295	60,891
Total	911,888	65,232

FOR EIGHT MONTHS ENDING AUGUST.

	1913	1914	1915
Germany	$4,246,712	$3,901,913	$1,922,015
OtherCountries	733,752	843,378	481,549
Total	4,980,464	4,745,291	2,403,564

GLASSWARE.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1914	1915	1913	1914	1915
$508,157	$143,920	$4,290,784	$5,377,186	$2,160,646

CHINA CLAY.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1914	1915	1913	1914	1915
$169,338	$118,831	$1,608,141	$1,726,363	$961,391

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

AUGUST		FOR EIGHT MONTHS E'D'G AUGUST		
1914	1915	1913	1914	1915
$21,956	$31,550	$496,057	$554,555	$292,250

THE MYSTERY SOLVED.

AN investigation of the series of thefts of imported goods which has been baffling the customs officials r a long time has resulted in the arrest of Meyer, harles, Morris and Barney Ettman, four Hoboken nkmen, who with others are said to have disposed of ore than $250,000 worth of merchandise stolen from eamships, piers and bonded warehouse trucks in the st two years.

The goods which the Ettman brothers handled, it charged, were taken, as a rule, from cases marked r transshipment to other cities where the customs ity was to be paid.

It is alleged the Ettmans procured the goods rough longshoremen on the Jersey docks and the ivers of bonded warehouses trucks, who were well id for their services. Whenever the longshoremen uld break into a case of imported goods without arousig suspicion, it is said, they carried some of the loot the ship under their jumpers and took it to the ttman junkshop at 93 Park avenue, Hoboken.

The bonded warehouse truckmen, it is said, were metimes induced to delay the delivery of a shipment m the wharf to the railroad station until it was too te to accept the goods that night. The goods would n be taken to the stable for delivery the next day, b in the meantime part of the contents of each box vuld be taken out and the box resealed.

The stolen goods, it is alleged, never stayed in the Hoboken junkshop longer than overnight, but were brought back to this city and retailed at cut prices to reputable stores by Meyer Ettman, who, it is said, did business under the name of the Harlem Jobbing Company, of 21 East 110th street. There is no such firm at that address, the Federal authorities say.

BUSINESS BRIEFS.

F. W. Woolworth Co. sustained a loss of $15,000 in a fire at Brockton, Mass., October 27.

* *

Abrahamson Bros.' department store at Thirteenth and Washington streets, Oakland, Cal., was sold last week to Joseph Marymont and Samuel Upright, San Francisco business men, who purchased the establishment for approximately $200,000. The buyers secured a ten-year lease on the building.

* *

The fire which destroyed the Gill Clay Pot Factory at Muncie, Ind., originated in the grinding room. The flames were carried quickly to other buildings by a strong southwest wind and the firemen were unable to stop the flames from spreading. A new addition to the plant just being completed was saved, together with much valuable stock in two of the warehouses. Loss, $80,000; insurance $35,000.

Reinhold Schlegelmilch,

SUHL, R S **TILLOWITZ.**

TRADE MARK

I am in a position to supply from stock for immediate shipment the best selling items in Fancy China produced by the Reinhold Schlegelmilch factories. The assortment is complete, consisting mainly of

SALADS	CAKE PLATES
PLATES	BERRY and CAKE SETS
SUGARS and CREAMS	SPOON and CELERY TRAYS
CHOCOLATE SETS	CRACKER JARS
BUREAU SETS	WHIPPED CREAM SETS

and a great variety of fancy items. I invite your early inspection.

B. TOMBY,

Sole Representative,

73 Fifth Ave., at 15th St.

BUSINESS TROUBLES.

THERE was a hearing October 29 before Judge Hand on bids for the purchase of all the assets of the J. E. Manix Co., 320 Church street. Joseph A. Arnold submitted an offer of William A. Aikman to pay the creditors 65 per cent cash and the administration expenses. Leo Oppenheimer submitted an offer of 66⅔ per cent on behalf of Joseph Frankel, which was afterward raised to 68½ per cent. This offer was accepted by the Judge. John J. Morris, the receiver, reported that the liabilities were about $290,000 and the net assets $227,949, which included $130,000 cash on hand.

John S. Sheppard, jr., has been appointed receiver to take charge of the affairs of the American Five and Ten Cent Stores, operators of a chain of stores throughout the country and having offices at 315 Fifth avenue, this city.

Application for a receiver for the American Toy Horse and Wagon Co., Baltimore, Md., has been made. The principal indebtedness is for $8,500 borrowed money.

An involuntary petition in bankruptcy has been filed against the Josef Roth Mfg. Co., toy manufacturers, 54 West Twenty-first street. The liabilities are believed to be not in excess of $19,000, and the nominal assets about $15,000.

Morris Glasser, glass dealer at 91 Ninth avenue, has filed bankruptcy schedules showing liabilities $8,255 and assets $2,178.

RAILWAY MAIL PAY.

THE mails are among the most important factors of business life, and it is needless to advert to the necessity of prompt and efficient service. Now, the railroads cannot be expected to give the best results in transportation unless they are adequately paid. Everyone knows that they are not getting enough pay now, and it is marvelous that they are doing as well as they are, considering that they are carrying the mails at a lower rate than ever before. The Merchants' Association, which is doing so much for the business men of New York, has taken the matter up, and has issued a very comprehensive pamphlet showing that while the cost of handling has increased the revenue has decreased. The book is full of valuable information and should be read carefully. The Association asks co-operation to increase the pay.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

A COMMISSION man with good showrooms and record is open for a lighting glassware account. Is well posted in the line and can produce results. Personally acquainted with the trade. Address Box A 962, this office.

The Van Gleckland Portable Gas Lamp.



MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Va Gleckland line. One of these lamps demonstrate in your store will attract favorable attention to itself a well as to your entire line.

We do not wish to load you up with stock, but wi sell you a single sample lamp, knowing that larger orde will follow.

It is preferable to an electric reading lamp, becaus it is absolutely portable, and produces actual artificia sunshine, enabling the user to work or read with the lea possible eye-strain.

An excellent Holiday Gift as well as an everyda seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensiv sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.

OWL.



Another noveliy on the order of

"TOBY."

Prompt shipments.

LANCASTER GLASS CO., Lancaster, O.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

JAPANESE GLASS FOR ENGLAND.

THE paralysis of the glass industry in Belgium and Germany has led to an increased demand for Japanese glass. Large orders are arriving from England, where glass articles have scarcely ever been exported from Japan. The Nippon Yusen Kaisha is now receiving applications for space and freight to London for lamp chimneys, cups, bottles, and other glassware calculated at about 4,000 tons in all. These will be shipped between November and February next. Exports to India and Australia also continue to expand.

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Shoot a little color into your business!

Color always helps!

Touches up your store, makes it bright and happy—shows the proprietor has red blood in his veins.

Blaisdell China Marking Pencils are made primarily for price-marking china, glassware, art objects, and all smooth surfaces.

But you wouldn't kick if in addition they wrote your colored signs and daily store bulletins, decorated your placards, and put notices on your bulk windows? Course not! And they *do!*

The trade thinks they're bully, and so will you! Cost little and *do a lot!* Go *to* it!

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

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McCoy Pottery Co , 25 Park Place. D 4
laud, L., & Co., 46 Murray St..... C 4
dge Glass Co., 92 W. B'way..... B 4
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Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
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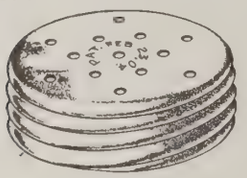
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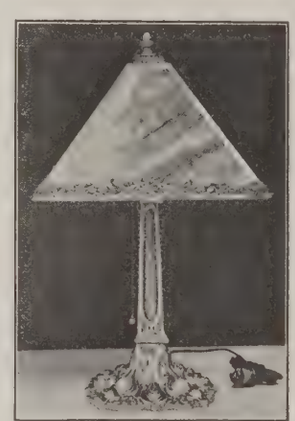
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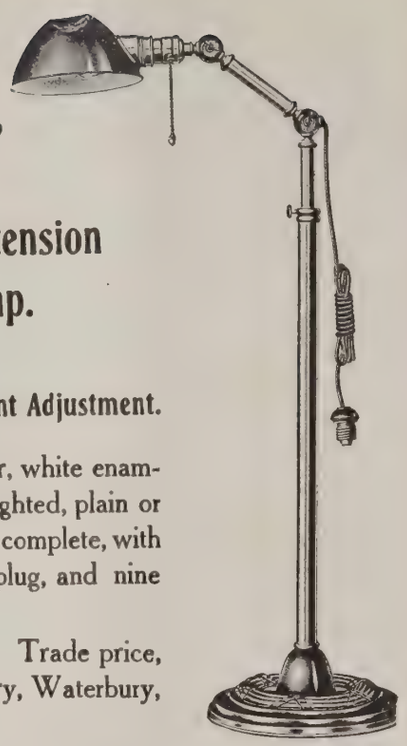
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CROCKERY AND GLASS Journal

ol. 82. No. 20

Nov. 11, 1915

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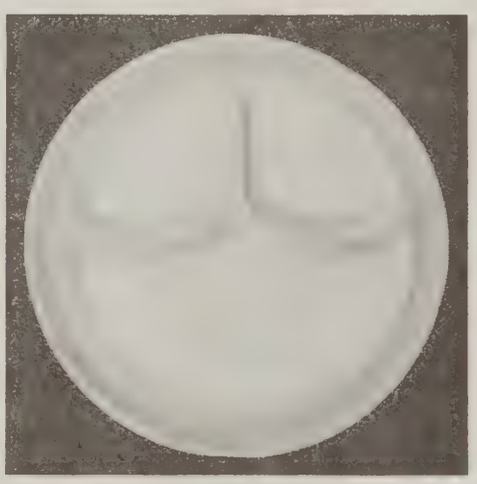
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No. 906.	Handled Bowl	.85	No. 912.	Comport	1.20
No. 910.	Whip Cream Set	1.10	No. 914	Vase	1.35
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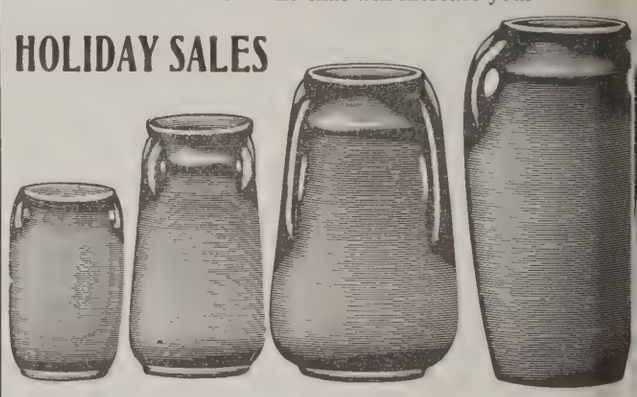
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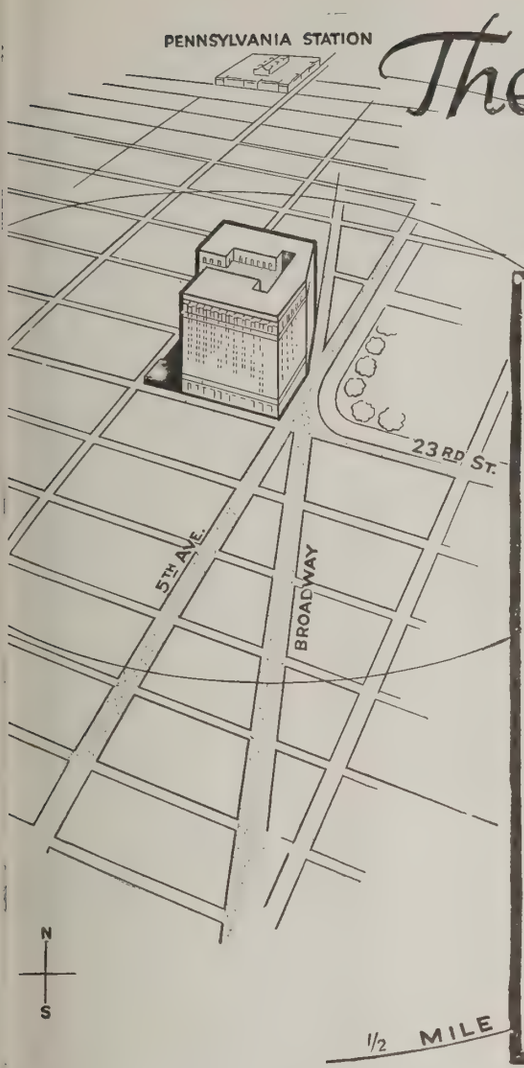
A LINE OF VASES TO RETAIL AT 10c. TO $1.

HIS new line of Matt Green has fine texture, good color a has appearance of a high-priced article, but can be retail at a price within the reach of the masses. Made in *Jardiniere 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, e* Send for handsome colored illustrations—just out. Bett yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.



The FIFTH AVENUE BUILDING

FINANCIAL prestige comes from being a tenant of the Fifth Avenue Building, New York. The roster of occupants contains scores of firms whose business integrity is as well known to the trade as their goods are trusted by the public. It's a list that any company would be proud to belong to.

The Fifth Avenue Building is on a famous site—that of the old Fifth Avenue Hotel—and has a nationally advertised address—Broadway and Fifth Avenue. In it are housed many leaders in the pottery, glass and allied lines and so many other well-known companies in various branches of trade that it is a permanent business exposition in the limelight of buyers.

Flanked with subway, elevated and surface lines, the Building is only a few minutes away from the retail shopping centre, the steamship and railroad terminals and the theatre and hotel districts.

Executives who need the outlet of a New York office, or find something lacking in their present quarters, should write for reasons why the Fifth Avenue Building gains a distinctive list of tenants by its strategic location and splendid service.

FIFTH AVENUE BUILDING COMPANY, New York City

KOSCHERAK BROS. 29-31 Park Place NEW YORK

IMPORTERS AND MANUFACTURERS

beg to announce that prior to moving, on February 1, 1916, into their New Quarters at 129-131 Fifth Avenue and 4 East 20th Street, they will

Offer For Sale Their Surplus Stock at Greatly Reduced Prices

This is a rare opportunity for the retailer to replenish his stock for the approaching holiday season with salable goods at unusual figures.

NOW AT
29-31 Park Place

ON FEB. 1, 1916, AT
129-131 Fifth Ave. and 4 East 20th St.

ESTABLISHED 1818.

Do you appreciate—do your assistants appreciate —the meaning of the Libbey trademark?

Each piece of Libbey Engraved or Cut Glass, for instance, says to your customers:

LIBBEY

"THE WORLD'S BEST."

It is admittedly superior—both in design and in tracing.

All that you need do is to remind your customers of the acknowledged Libbey leadership—

And the widespread vogue that Libbey Cut and Engraved Glass is now enjoying.

THIS NAME ETCHED 

ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 11, 1915.

THE CONDITION OF BUSINESS.

New York Business continues excellent, and the volume would be larger were it not for the shortage of goods. The situation as regards German china has been relieved a little by the arrival of a considerable amount of both china and toys. These goods, however, were probably all sold before arrival. Shipments from England have been fair, although some concerns complain that they are not getting an adequate supply. The arrivals from France are also fairly good, but, as in the case of English ware, some importers say they have not been able to get all they want.

The domestic manufacturers have reached a point where they, too, are being delayed in shipments, owing to a scarcity of variety. That is to say, they may have plenty of some things, but being short on others cannot make full deliveries.

Most of the travelers are still on the road and are doing very well, placing orders for both spring and fall deliveries in 1916. Mail orders are numerous, but the volume is not as big as it ought to be under the conditions. Most of these orders are for matchings. Dealers are seemingly loth to buy in advance of their immediate requirements, in spite of the known shortage in the market.

Conditions in the European manufacturing districts do not presage any large increase of output next year. The military powers are still drawing from the factories, and the few men who return from war duty are naturally not as efficient as they were before the conflict. The home demand, too, is increasing. Up to now business was so bad all over Europe that the American market was about the only outlet. Things are somewhat different now, and there is a better call for goods there. With this in view, and the undoubted fact that European prices must be higher in the near future, it would seem wise for dealers to anticipate their wants. It is a mystery how Americam manufacturers can still afford to sell at the old prices when raw materials have advanced so greatly, and it would not be surprising if they, too, should want to get a little more money for their goods.

Retail trade in and around New York has improved greatly. It is not normal yet, but so much better than it was that the dealers feel encouraged. They undoubtedly would do more if their supplies were larger. Women buy pretty things because their fancy is caught, and this is only achieved by having tempting articles on display. From interior points, particularly the Middle West, our reports are that trade is good. The improvement is noticeable in every quarter, even in the South. There is every reason to believe that the holiday trade will be pretty nearly normal.

Prospects for the future are brighter than for many months. A record corn crop is already assured, and the preliminary reports on wheat indicate a yield which will equal, if not exceed, that of last year. The output of metal, copper and iron is the greatest ever known. Billions of dollars are pouring in from every quarter of the globe, and if this country does not prosper there must be something fundamentally wrong in the make-up of the people. War or no war, there is every evi-

dence of the biggest business next year ever known in the United States.

East Liverpool and Vicinity

Business among the potters of the Western district continues good. Every plant in the territory is active, without exception. Mail orders are numerous, and the goods are generally wanted in a hurry. Express and parcel post shipments are very liberal. The better class of dinnerware is in great request. Specialties are moving nicely. Business for next year's delivery is being booked by some manufacturers.

Pittsburgh and Vicinity

Business with the glass factories shows a decided improvement. General lines appear to be in demand. Blown and stemware continues to lead sales sheets in many factories. Lamps are moving nicely. Lighting glassware continues to sell well.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 9, 1915.

LIVERPOOL

2	packages	earthenware	G Collamore & Co
29	"	"	Maddock & Miller
21	"	"	G F Bassett & Co
2	"	"	J M Shaw & Co
10	"	"	L A Consmiller
13	"	"	Meakin & Ridgway
51	"	"	W S Pitcairn
3	"	"	T S Todd & Co
21	"	"	Geo Borgfeldt & Co
3	"	"	W H Plummer & Co
3	"	"	Fondeville & Van Iderstine
8	"	"	E Boote
13	"	"	R Slimmon & Co
2	"	chinaware	Wm Guerin & Co
2	"	"	Meakin & Ridgway
41	"	"	W S Pitcairn
3	"	"	Rowland & Marsellus
3	"	glassware	International Silver Co
96	"	toys	Meccano Co

ROTTERDAM

249	packages	earthenware	Geo Borgfeldt & Co
526	"	"	W A Foster & Co
8	"	"	L Straus & Sons
90	"	"	Steinfeld Bros
58	"	glassware	Fensterer & Ruhe
5	"	"	Samstag & Hilder Co
8	"	"	Sussfeld, Lorsch & Co
14		"	L Mendelson & Co
1,019	"	toys	F W Woolworth & Co
7	"	"	R H Macy & Co
102	"	"	Butler Bros
123	"	"	M Field & Co
7	"	"	A Steinhardt & Bro
143	"	"	Steinfeld Bros
526	"	"	W A Foster & Co
272	"	"	F A O Schwarz

BORDEAUX

98	packages	chinaware	Theo Haviland & Co
1	"	"	Davies, Turner & Co
3	"	"	Duparquet, Huot & Moneuse Co

CHRISTIANIA

20	packages	glassware	J H Venc
6	"	chinaware	Adams Express C
1	"	"	Overton & C

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

19	packages	earthenware	Jones, McDuffee & Stratton C
42	"	"	American Express C
31	"	"	Mitchell, Woodbury C
18	"	"	New York Produce Exchange Ban
8	"	"	R F Downing & C
3	"	"	Richard Briggs & C
1	"	"	B F Mac
1	"	"	Charles R Lynd
1	"	"	Stone & Downer C
2	"	"	Miscellaneous Orde

RECENT CUSTOMS DECISIONS.

THE Tajimi Co. was sustained in the contention tha bamboo jardinieres and fern dishes were properl dutiable at 15 per cent as manufactures of wood The Collector was reversed in taking duty at 25 pe cent as bamboo baskets.

L. D. Bloch & Co. entered pedestals, busts, globes lamps, domes, and urns or fonts, which were returne for duty under the tariff at the rate of 45 per cen ad valorem as manufactures of marble, alabaster, o onyx. Duty at 15 per cent was claimed as works o art in the form of statuary or sculptures. Judg Waite held that the board was not convinced that th majority of the articles were the products of artists The lamps were allowed to enter at the lower rat claimed, the Collector being affirmed as to the rest o the importation.

OUTLOOK FOR TRADE WITH MEXICO.

EFFORTS to regain the ground lost by American merchants in trade with Mexico during the pas five years of internal strife in the southern republic al ready are under way following the recognition of the Carranza government. The Bureau of Foreign and Domestic Commerce has started a campaign to facili tate trade with Mexico, and negotiations have been be gun with representatives of the Carranza government looking to the opening up of the usual channels of commerce, closed or restricted during the revolutionary troubles. In the fiscal year ended June 30, 1910, the last year of stable government in Mexico, the United States shipped to that country goods to the value o more than $58,000,000. In the year ended June 30, 1915, the total had fallen to $34,000,000. During the same period, however, imports to the United States from Mexico showed an increase, the imports for the last fiscal year reaching $77,600,000, compared with $58,700,000 in 1910.

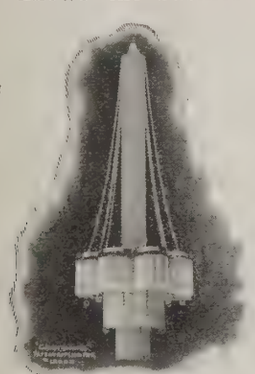
Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE United States Glass Co.'s illuminating glassware line shown by their local representatives, alone & Nicholson, has been augmented by an assortent of new samples. In cameo effects they have hieved a distinct success. The graceful shallow owls have beautifully-executed wide borders in delicate ades of ecru, blue and green. A massive 23-inch owl in the "Aphrodite" pattern, to match the globe ought out by the concern a short time ago, is very autiful, the embossed figures being so perfectly olded that they have the appearance of being carved. his is finished in ivory, verde and blue.

We frequently hear that domes are a thing of the st and that there is practically no sale for them. alter G. Browning, manager of the lamp department r R. H. Macy & Co., does not agree with this statent. He says that there is a continual call for them, d in a one day's sale conducted in his department re-ntly he disposed of 250. Another record day for one m a little while ago was the sale of 450 boudoir lamps. f course there is a good deal in knowing what to buy please the customer, and Mr. Browning has the retation of being well versed in this respect.

The old-established lighting glassware business of scar O. Friedlaender has been incorporated. Wm. . Friedlaender, who was long associated with his ther, and who knows the business from A to Z, is



AT OSCAR O. FRIEDLAENDER'S.

esident of the new corporation, which is an assurance its efficient management. Aside from his capability he has a very pleasing personality that has made many warm friends for him in the trade. He will have the able assistance of his brother-in-law, Geo. M. Stiegler, in the capacity of secretary and treasurer.

A new line of semi-indirect bowls with shower shades to match that has made a place for itself among the Pittsburgh Lamp, Brass and Glass Co.'s interesting



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

showing of illuminating glassware on account of its being so out of the ordinary is known as J. 4102. The shapes are exceedingly good, and so is the decoration —a cleverly-embossed design with a deep fluted center and a neat key border in white against a background of pretty shades of blue, buff or green. Another feature is the high glazed finish. They are extremely effective, both with or without illumination.

An attractive line of adjustable electric portables that should not be overlooked by buyers in need of this class of goods is that of the Manhattan Brass Co. That the concern maintains the high standard of quality

characteristic of all its products is evident in the special adjustable features and substantial workmanship. The lamps are made in a variety of pleasing styles.

The Phoenix Glass Co. has achieved some wonderful effects in the decorated shades which contribute so largely to the popularity of the portables they are showing this season. The various floral patterns are decidedly unusual, as also are the scenic designs.

BOSTON BUSINESS NOTES.

BUSINESS in Boston is on the boom. Everyone in the trade, without exception, this week declared that he had plenty of orders. Buyers have flocked to town in the greatest numbers for many months, and mail orders have been heavy. The retail stores are crowded with customers. The mill centres have felt the steady increase in war orders and the consequent distribution of money, and they, too, are booming. "It's the right kind of business now," said a member of the trade, "and bears every indication of having come to stay. The storekeepers who for two years have been ordering on a hand to-mouth basis now are lifting the lid and giving really good-sized orders.

Julius I. Baer has returned to his desk at Louis Wolf & Co.'s after a brief visit to the New York quarters. He reports a great rush of orders and says that it is necessary to keep a large part of his force here busy nights filling them. Thomas Maguire is making a New England trip.

The Tajimi Co.'s rooms have received samples of import lines for the summer and fall of 1916. They comprise, among other things, white body china, a large showing of toys, bamboo and lacquer bird cages, etc. W. M. Pingree, the agent, is much pleased with the new samples.

Harry Hunt, who has department stores in Dorchester and Huntington avenues, has been petitioned into involuntary bankruptcy.

The Shepard, Norwell Co. has put into effect another new service feature—a group of "directors" or ushers whose sole duty it is to show people about the store and tell them where to find the various departments. It is the first Boston store to try such a plan.

Niel McColgan, Bacon's buyer, and H. C. Sheffield, buyer for Sage Allen & Co., Hartford, Conn., have returned from New York.

Morimura Brothers are showing new samples of colored bowls, birds and flower-holders and are booking orders for import next spring- which looks as if these novelties are not a mere fad, but have come to stay. Samples for the new department of Chinese bronzes, pottery and china are also coming in.

Eben D. Jordan, president of the Jordan Marsh Co., lost a $5,000 automobile in the fire which burned the Chauncey Thomas factory the other day.

William B. Studley, who was in the fiftieth year of his service with C. F. Hovey Co., has died.

A. L. McMullin is serving on the Suffolk County traverse jury.

James S. Dawes has just returned from a trip to his property at Cousin's Island, Me.

J. Frank Hinckley spent this week in Rhode Island and Connecticut.

J. E. Sawyer came back the first of the week from Portland, where his sister is very ill, and a few days later returned to Maine.

W. S. Wallace, accompanied by his wife and child, left Thursday for Los Angeles. He will spend three months in the West.

Mr. Kintz, of Simpson, Hall & Miller, Wallingford, Conn., was here this week. His concern is a branch of the International Silver Co. and is having a great deal of trouble with strikers. He said that the men are demanding eight hours a day and twenty-five per cent increase in pay. The firm has offered a fifty-four hour week and ten per cent increase in wages, but no immediate settlement is in sight.

Charles L. Wooley, Mitchell, Woodbury Co.'s New York State man, spent a few days here this week.

John J. Reed spent most of the week in western Massachusetts.

Among the contributions to the National Allied Relief Fund is $100 from Jerome Jones, of the Jones, McDuffee & Stratton Co.

Among the visitors here this week were R. E. Hall, Tifton, Ga.; Mrs. Doyle, of Doyle Bros., Lewiston, Me.; F. L. Sturtevant, for Forbes & Wallace, Springfield; C. W. Rudderham, for the Ray Dollar Stores, Salem and Haverhill; James A. Scully, Manchester, N. H.; W. M. Oddie, with Geo. W. Bowman Co., Cleveland, O.; J. E. Marsden, president Liberty Cut Glass Co., Egg Harbor, N. J.; H. A. Ross and Harry Lewis, with Pittsburgh Lamp, Brass and Glass Co.; E. C. Ledger, representing W. S. Pitcairn, New York; W. H. Bush, with Athens Glass Co., Morgantown, W. Va.; Mr. Drake, of Bliss & Drake, Newark, N. J.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

A number of new items have just been added to the opal lines of the United States Glass Co., consisting of plates, rolled-edge salad bowls, andled tumblers, candlesticks, vases and comports. 'he tumblers are to be had either plain or initialed, nd one special is lettered "Bathroom."

Two new lines of tableware are being arranged by he New Martinsville Glass and Mfg. Co., for December ade. They will be shown in both plain and decorated.

Lighting glassware continues in active movement, id manufacturers believe that this condition will exist roughout the balance of the year. Considerable new ilding is contemplated for the new year, so the out- ok for the first term of 1916 is also good.

A full line of soda fountain goods, both crystal and al, is a recent offering of the Co-Operative Flint Glass o., Beaver Falls, Pa.

Several new items are being prepared by the Dun- n & Miller Glass Co., Washington, Pa., for the new ar, but the concern is not allowing any description them to get out yet.

The Libbey Glass Co., Toledo, O., is unusually tive just now in its bulb department, additional shops ing added and the productton increased as rapidly as ssible.

According to reports in circulation here, more fac- ries will enter the stemware business within the next w months.

Candlesticks are being made a strong feature by e Tarentum Glass Co., the line now consisting of over ty different kinds.

The Fostoria Glass Co.. Moundsville, W. Va., is owing enameled rose decorations on bon-bon dishes, mblers, stemware and other blown pieces. These corations have been created to take the place of ware the same character formerly secured from Belgium. e bluebird decoration is also in large demand. Two new coin gold encrusted decorations are also meeting with favor.

Every blown tumbler factory in the Pittsburgh district reports a heavy business, all shops working full turns. The large syndicate buyers have placed liberal specifications, while the demand for etched and light cut blown goods is said to be the heaviest of the year.

The L. E. Smith Glass Co., Mt. Pleasant, Pa., has its new tank in operation, greatly increasing the production of the plant. All departments are working to capacity.

John F. Lent, head of the traffic bureau of that name in this city, who has done so much good work of late for the glass manufacturers of this and the Morgantown, W. Va., territory will address the annual meeting of the United States Potters' Association at Washington December 7 at the personal request of President Charles F. Gosser. Mr. Lent will speak upon transportation matters with reference to the pottery industry.

A manufacturer here has recently taken an order from a large Western premium house for a carload weekly of decorated water sets—six tumblers and a jug.

We desire to once more urge the necessity of quick despatch in loading and unloading freight. Every day we hear reports of a growing shortage of cars. An acute shortage is not unlikely before the winter is over, and every effort should be made to minimize this trouble.

Inquiries continue to be received by the Ft. Pitt Hotel for reservations for the January Exposition. It now appears as if the coming gathering will be the largest ever assembled here.

A greater demand for glassware for scheme purposes exists now than for many years. Large concerns which heretofore have used pottery exclusively for premiums have added glass of late. Newspapers have been liberal buyers of jugs and tumblers, and large cof-

fee houses have also been ordering similar lines, with the addition of vases, sugars and creams.

Of all the glassware which has been shipped from the Pittsburgh district to Europe in the past two years only one consignment has been lost. This went down with a boat which had been hit.

The various lines of gas and electric portables of the Pittsburgh Lamp, Brass and Glass Co. are in heavy demand this season. Salesmen have been forwarding some exceptionally good specifications for immediate delivery, which has caused the plants of this company to operate to capacity. All resident offices of this concern have been active in forwarding new business of late, and the higher-priced lines appear to be in best request.

VISCOSITY OF PORCELAIN BODIES HIGH IN FELDSPAR.

IN the firing of porcelain the deformation of the pieces due to softening is a serious source of loss, which fact led the Bureau of Standards of the Department of Commerce to conduct a series of tests for the purpose of obtaining data for selecting compositions showing least deformation at the highest kiln temperatures. It was thought desirable to measure the degree of softening of a series of porcelain mixtures by molding them in the form of bars with enlarged ends, similar in shape to the halves of the well-known cement briquettes, and subjecting them to a tension of 14 5 pounds per square inch at different temperatures by means of suitable fireclay weights. The degree of softening was determined by measuring the distance between two marks four inches apart. The porcelains were first fired, under no tension, to a certain temperature, and then, under tension, carried to a series of temperatures between 1275 degrees and 1380 degrees C.

Higher contents of feldspar reduce softening of low compositions markedly. In a 45 per cent kaolin-clay body, 35 and 40 per cent of feldspar are most effective in increasing the softening, but higher percentages again decrease it. Still higher clay contents cause the softening effect of feldspar to diminish decidedly. Flint, in high feldspar bodies, does not seem to be an important factor in governing the softening. For high-temperature porcelains high clay content is essential. High clay bodies having feldspar as the only other constituent show very great rigidity.

The function of viscosity is not a continuous one. After attaining a certain degree of softening a well-defined rigid state ensues which does not tend to approach further softening until a temperature 1345 degrees has been reached. Beyond this point the second stage of decided softening is entered upon. Although showing the same degree of viscosity at 1388 degrees, bodies may be divided into several classes, according to the degree of softening observed between 1300 and 1345 degrees. Within this temperature range the great rigidity was shown by the following compositions:

Percentage Kaolin and Clay	Percentage Feldspar	Percentage
40	30	30
45	35	20
45	50	5
50	30	20
50	50	

Copies of Technologic Paper No. 50, describing tests made and giving the results thereof, may be upon application of the Bureau of Standards, Washington, D. C.

THE PHILOSOPHY OF ADVERTISING.

'ADVERTISING is simply announcing to the wo in an effective way where you are, who you a and what you have to offer in the way of human s vice or commodity," said Elbert Hubbard. "All men are advertisers, and the only man who should advertise is he who has nothing to offer the world the way of human service; and such a man is a d one, whether he knows it or not.

"Advertising is a legitimate and ethical propo tion. Life is too short for you to hide yourself aw mantled in your own modesty, and let the world h you out."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct. 16, '15	Corresponding period 1914	Exports Jan. 1st to Oct. 16, '15	Corres ing p 19
Boston . . .	33	73	3770	50
New York .	86	223	7718	83
Baltimore	....	173	5892	69
Philadelphia...	1	88	2023	21
New Orleans	1	1	670	9
Newport News.	....	....	61	
San Francisco	....	4	1433	10
Portland, Me..	....	....	1091	10
Galveston. ...	....	....	10	6
Portland, Ore..	....	....	141	..
Inland Points..	....	15	436	4
Total..	121	577	23245	266

From the Freight and Shipping Circular of Smith, Christi Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 23, '15	Corresponding period 1914	Exports Jan. 1 to Oct. 23, '15	Corres ing p 19
New York ...	263	129	7981	92
Boston	12	182	3782	52
Philadelphia	10	14	2025	22
Baltimore	66	66	5958	70
San Francisco	....	....	1403	10
New Orleans	24	27	694	10
Portland, Me..	....	....	1091	10
Galveston .	....	....	10	6
Newport News.	11	....	72	1
Portland, Ore	....	....	141	..
Inland Points	....	....	498	2
Total..	386	418	23655	279

THE METROPOLITAN MARKET

Visitors at the salesroom of Guerin & Co. will find a lot of new patterns in dinnerware just arrived from the factory at Limoges. The showing represents a very choice collection of designs, from conventional borders in new treatments to unusual arrangements in a diversified list of styles and color treatments of every character. Aside from these there is a variety of designs, including several of special artistic merit, in the well-known fancy line from the factory of J. Pouyat & Co. Everything ever thought of in fancy ware seems to be in the display, and every buyer who is interested in the progress of his department should see it.

The holiday season calls for an extra display of merchandise, and to properly show it Abels & Co. have a fixture for every purpose, including brass and rubber-covered plate easels, plate hangers, bowl easels, punch-bowl hooks, nappy racks, plaque easels, doll stands, etc. This concern is constantly bringing out new ideas in its line.

The E. W. Hammond Co. now have on display the new line of dinnerware samples, comprising over fifty patterns, from the Knowles, Taylor & Knowles Co. One very striking design has a narrow border on a black background with sprays of dainty pink wild roses. Another shows a broken border in yellow and white with spaces of black set in at intervals relieved by clusters of flowers. A new fancy shape, called the "Traymore," is shown in a number of treatments, including some very good white and gold patterns.

Koscherak Bros. announce in their advertisement elsewhere an unusual opportunity for the retailer to secure an excellent line of holiday goods from their surplus stocks, which they are closing out at very attractive reductions prior to their removal to new quarters at 129-131 Fifth avenue on February 1, including imported dinnerware, fancy china, glassware, bronzes, marble busts and figures, pedestals, etc., as well as a choice showing of domestic goods in cut glass, brass ware and specialties of various kinds, comprising an exhibit of the most-wanted goods for the Christmas trade. Live dealers will be quick to take advantage of an offering which combines a decided saving with immediate deliveries.

It is evident that buyers anticipate a big business for the Christmas trade in the popular-priced light cut lines made by the Imperial Glass Co., judging from the good-sized repeat orders being booked by Cox & Lafferty. The designs are along original lines, and each one is made in a complete list of items in tableware, including punch-bowls. The surprising inexpensiveness of the goods usually proves irresistible to the average customer.

The Buffalo Pottery's new line of vitrified hotel china being displayed by A. H. Ledden is growing in popularity every day with hotel supply concerns, who find just the character of decorations in the excellent assment of designs, including a variety of underglaze treatments, that their customers appreciate. The fine, soft-glazed finish of the ware and the quality of the body have also been strong factors in establishing its success.

The tasteful assortment of dinnerware patterns shown by Justin Tharaud, American agent for L'Union Ceramique, contains a number of distinctive ideas in decorative treatments, including several combinations of encrusted gold and enamel that are particularly effective.

One of the best assortments of flower bowls on the market is being displayed at the New York salesroom of the United States Glass Co. New sizes just received from the factory enable dealers to secure a full range, from the smallest to the largest, and they may be had either plain or decorated.

Bryce Bros.' glassware display by J. Duncan Dithridge is never lacking in interest, for its showing of exclusive designs in tableware includes many novelties that make ready sellers. The daintiness of the stemware decorations in needle etchings and light cuttings is noteworthy, and the variety from which to select is unusual.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 11, 1915.

THE PROPER COURSE.

THE buyer is having his troubles these days. He wants goods, and has wanted them for months, but has not been able to get his order put through. He is charged with a certain amount of capital on which he is expected to make a profitable turnover. He carries a number of open stock dinnerware patterns which in the natural course of events are depleted. Suppose he carries twenty patterns on a fifteen-dozen basis. Suppose they are all "working" and are so broken up that he cannot get half a dozen complete sets out of the list. He has then a big stock of unavailable ware, taking up space for which he is charged rent, and his capital is locked up in goods which he cannot sell because he is lacking a few dollars' worth of matchings.

Of course it is necessary to keep a watch on stocks. In an establishment where there are numerous departments, were it not for the merchandise man many a concern would have been swamped during the past fifteen months if the buyers, with no check on them, had succumbed to the wiles of persuasive salesmen, who have been known on occasion to overload their customers. It was to guard against this that the office of the merchandise man was created.

But the crockery and glass trade is different from all others, as we have detailed over and over again. This the buyer thoroughly understands; and if the merchandise man doesn't he should be told, and shown why the crockery buyer should have more leeway than those in other departments. If the buyer is firm, and insists on being heard, he can make the merchandise man see. If the latter, after having matters explained to him, still refuses to let down the bars that are proving an obstacle to business the buyer should no longer hesitate, but go straight to the head of the house. He has his end to take care of, and sometimes drastic measures are the only ones to use.

PERSONAL.

IF all women were as capable as Miss E. Hodgins, of Buffalo, their demand for equal rights would very soon be heeded. She has a pretty specialty crockery shop in Buffalo whose display testifies to her knowledge of and taste in buying ware, and her ability as a business woman is proved by her success under rather trying circumstances.

⚜

E. S. Curtis returned on Monday from a very successful trip through the Middle West with the lines represented in this country by Edward Boote.

⚜

Emanuel Appelbaum, office manager for Oscar O. Friedlaender, Inc., has just purchased a new car, and as he occasionally drives down to business in it a timely tip to pedestrians in the District is, "Watch your step!" for one of his office associates says he has a particular fondness for climbing telphone poles, and it would not be a surprise at any time to hear that he had attempted to drive through a stone wall.

⚜

E. L. Bates' hats have become altogether too small for him since his hunting trip in New Jersey last week. He is quite excusable, however. To kill a deer is enough to puff any sportsman up with pride. The carcass weighed 190 pounds, and he isn't having one bit of trouble disposing of it. He says he never knew he had so many friends.

⚜

Henry Saul, of the Saul Mfg. Co., is paying a visit to one of the concern's factories near Philadelphia this week.

⚜

A. P. Doctor returned last Friday from a ten days' visit to the Central Glass Works, Wheeling, W. Va.

⚜

H. C. Fry, president of the H. C. Fry Glass Co., Rochester, Pa., was in town the first of the week.

⚜

Harry G. Freese, with Vogt & Dose, will leave for a week's trip to Philadelphia, Baltimore and Washington on Monday.

⚜

D. L. McCarthy, buyer for Jonas Long's Sons, Scranton, Pa., and Thos. Trethaway, buyer for the concern's Wilkes-Barre store, were visitors in the market the early part of this week. While both reported

good business, the latter said his establishment felt the effect of the street car strike now on in that city.

⚜

Jacob Bennett, jeweler, Norfolk, Va., who spent the first half of the week here buying cut glass, had the misfortune to lose a valuable Masonic watch fob. It has been advertised, and the finder is requested to return it to the J. D. Bergen Co.'s office.

⚜

Geo. H. Service, with K. L. Wedgwood, is back after a long Western trip on which he did a great business. He leaves again on Saturday for Canada, where he will spend two weeks calling on the trade.

⚜

Harold M. Salamon, who has been identified with a number of lamp and lighting glassware concerns, is now with W. C. Woodward, who represents several manufacturers of the above lines. Mr. Salamon left on Wednesday for selling trip through Pennsylvania and New Jersey.

⚜

So quietly did Wm. Dougherty, manager of the New York office of the Consoliated Lamp and Glass Co., carry out his plans to join the Benedicks' club that he became a member and was away on his wedding trip before any of his trade friends were aware of it. The marriage took place November 2 at St. Michael's Church, Newark, N. J. The bride was Miss Jane Woodward, a prominent social favorite in the Forest Hill section of that city.

⚜

Geo. Hamilton, traveling representative for Edw. B. Dickinson, returned this week from a two months' trip through the West and expects to leave again within a few days for Boston and other New England territory.

AN UNUSUAL SHOP.

THERE was opened to the public this week a shop the like of which has never before been seen in New York, nor, so far as we know, anywhere in the world. Creange & Walters is the name, and the location is 17 East Fortieth street, adjoining and with an entrance to the Anderson Galleries. Just seven weeks ago last Monday the store was taken, and in that time they have completely remodeled the floors, put in ceilings, partitions, counters, tables and mantelpieces, all made in their own factory. It is an example of what kind of business they purpose doing. They will take a house or room and furnish it in any style desired—furniture, rugs, china, glass and lighting fixtures all made to match, and will even supply paintings. They will provide genuine antiques, or reproductions of them, or modern furnishings in any design.

Back of the large entrance hall to the right is a "Crystal Room" devoted to all kinds of fine glass. The woodwork is natural-finished Spanish walnut, and the walls are covered with mirrors. As an example of their ability to make the most of things, they have covered the steam radiator with carved wood and concealed some ugly window ventilators in the same way, converting eyesores into attractive ornaments.

Adjoining this are several "period" rooms in which the carvings, furniture, mirrors and fittings are all in keeping, and perfect in every detail.

A room fitted up in Italian style contains a large stone fireplace built of imported stones, over which hangs a very old and valuable Venetian painting The draperies are more than two hundred years old. Large lamps on the mantel are reproductions of oil burners, but fitted for electricity. These are of their own manufacture.

Upstairs the floor is devoted on one side to fine china, shown in spaces separated by low partitions. The other side is given over to open stock dinnerware. Natural-colored Spanish walnut is used here also, both in counters and tables. These are beautifully designed. A feature of these rooms is their way of carrying stock—one of the cleverest we have ever seen.

Success seems assured, for before they were open they had secured some good contracts.

The store is a model of elegance and refinement, and is attracting much attention from lovers of the beautiful.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

C Hansen, hf, Efroymson & Wolf, Indianapolis. 43 Leonard.

J A Armstrong, hf, Hens & Kelly, Buffalo. 31 Union sq.

E C Lauer, s, McCreery & Co, Pittsburgh, Pa. 23 East 26th st.

Mrs H L Boughton, c, g, H L Boughton, Catskill, N Y. Continental.

J Postley, hf, Baltimore (Md) Bargain House. 354 Fourth ave.

H M Phillips, hf, t, Dives, Pomeroy & Stewart, Pottsville, Pa. 2 Walker.

L J Wagner, t, J N Adam & Co, Buffalo, N Y. 18 West 35th.

T B Mathews, c, Sheeham, Dean & Co, Elmira, N Y. 320 Church.

L C Moses, g, c, t, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.

J Williams, hf, J Williams & Co, Albany. New Victoria.

S M Averill, l, Jordan-Marsh Co, Boston. 31 Union sq.

F Keffer, c, g, Kline, Eppiheimer Co, Reading, Pa. 315 Fourth ave.

H B Giltner, c, g, hf, Foster, Ross & Co, Auburn, N Y. 1170 Broadway.

J E Hogan, c, g, hf, Shartenberg & Robinson, Pawtucket, R I. 75 Spring.

I P Reese, c, g, Reese Bros, Lancaster, Pa. Breslin.
A A Hall, c, g, Hutzler Bros Co, Baltimore. Netherland.
M J Donovan, hf, Buffalo. Great Northern.
J Bason, c, g, Wise, Smith & Co, Hartford. Navarre.
B F Weldon, c, g, Sisson Bros & Weldon Co, Binghamton. 220 Fifth ave.
S Osborn, hf, Miller & Peck Co, Waterbury. Park ave.
E A Fernald, hf, Tremont Stores, Boston. Breslin.

AT CHICAGO.

WITH "only thirty-five more shopping days before the holidays," as the department stores are advertising, the china and glassware representatives here are being kept on the jump. Many of the factories are so rushed that no promises are being made concerning deliveries of holiday goods.

* *

Albert Pick, president of Albert Pick & Co., has leased the four-story building 212 South State street for a long term of years—whether for the use of the company or as an investment is not stated.

* *

Hayden Marshall, manager of the Chicago office of the Fostoria Glass Co., reports that sales are running well ahead of last year at this season.

* *

Earl W. Newton, representing the Imperial Glass Co., is having the largest city trade he has ever experienced.

* *

D. C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., has returned to his factory after spending several days in the city.

* *

D. F. Dearborn, of Pitkin & Brooks, is able to see some improvement in the import china situation during the past week, but says that the matter of demand and supply cannot be worked out in a clear-cut manner before next spring. "We are getting our share of the business," said Mr. Dearborn, "and have no reason to complain. The price situation has not displayed any marked change during the past few days, although of course the general tendency is upward."

* *

Frederick Overstreet, the cut glass man of Dixon, Ill., was making the rounds of the buyers last week.

* *

C. Russell, china and cut glass merchant of Jacksonville, Ill., was here placing late holiday orders.

* *

P. A. Johnson, jeweler of Cambridge, Ill., was in the city buying cut glassware last week.

* *

The Lamp Shop, which was started a few weeks ago at 75 East Van Buren street by C. E. and E. E. Zimmerman, moved last week to the building on the northwest corner of State and Monro streets, formerly occupied by Bauman & Co., the jewelry house which is now in the bankruptcy court.

* *

W. E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., is an expected visitor the latter part of this week.

* *

J. A. Jacobsen, manager of the Chicago office of the Consolidated Lamp and Glass Co., has returned from a business trip to Milwaukee.

* *

J. H. Stouffer, of J. H. Stouffer & Co., has returned from a road trip.

* *

Interest is beginning to be aroused among the premium china people in the winter furniture and housefurnishings exposition, which will be in full swing in a few weeks. The information that a new exposition building is to be erected, which will be ready for the summer show next year, has added to the usual interest which the china and housefurnishings people take in this event. The new structure is to be erected directly across the street in South Wabash avenue from the Central Market Furniture Building. George Dewey, manager of the latter enterprise, declares the new building will be of mill construction, seven stories high, and modern in every respect. It is believed that a number of furniture and housefurnishing concerns now located in the Karpen building at 900 South Michigan avenue will move into the new structure, owing to the fact that the Karpen building was originally built for offices and not to house furniture displays. In the Karpen building are also one or two representatives of import china lines, and it is possible that these will also move into the new building when it is completed. Owing to the change in the law governing fire doors in buildings such as the one to be erected, it will be possible to improve the lighting facilities in such a manner as to make them much better for the display of china.

AT PITTSBURGH.

MANAGERS of china and glass departments in the local stores report an increase in sales, especially on American dinnerware. Glass is also moving well, particularly blown and stem lines.

The new William Penn Hotel, which is being erected by interests closely allied with the Ft. Pitt Hotel, will be opened February 1, according to announcement made this week by General Manager Blanchard of the Ft. Pitt. Labor disputes have greatly delayed construction.

McCreery & Co. are advertising that they will close out all their china and glassware and devote the space now given to those lines to lamps.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A reorganization of the Albright China Co., Carrollton, O., may be expected within the next few days, F. M. Albright having retired from the presidency. While no one has as yet been named to succeed him, the opinion here is that William T. McNutt will be the man. Mr. McNutt is a well-known local straw broker and was one of the incorporators of the Albright China Co. His holdings are said to be large, and it would be no surprise to the trade if the board of directors placed him at the head of the concern. The company is reported to be doing a good business, and contemplates an increase in the production of the plant at an early date.

* *

The Knowles, Taylor & Knowles Co.'s new fancy dinner shape has been named the "Traymore." This will give the firm two fancy shapes, the other being the "Lotus." On the "Traymore" over a dozen new and exclusive treatments are to be had, and indications are that it will prove exceedingly popular.

* *

Among the buyers visiting the distsict during the past few days were George F. Hankins, of Lexington, N. C.; Ralph G. Whitlock, of the Whitlock Co., Los Angeles, and G. C. Robinson, for Kinney & Levan, Cleveland.

* *

First pieces of the new plain shape to be shown by the Cartwright Bros. for January delivery are now going through the kilns. The creation has not yet been named. About twenty new treatments will be shown on this shape, over half of which will be exclusive. One of the features of the composition will be an open sugar, which has been a popular item in the other shapes of this concern.

* *

"Princess" dinnerware continues in active demand, and the Smith-Phillips China Co. is as a consequence very busy.

* *

Deliveries of 1917 calendar plaques are now being made. This business, which is confined to only a few plants now, has been rather active this season, and the volume going out shows an increase over the records of previous years. The calendar plaque lines for 1918 will be shown within a few weeks.

* *

Announcement has just been made of the appointment of two new sales agencies for the East Liverpool Potteries Co. Scott & Billups will hereafter represent the concern in Portland, Ore., and R. A. O'Connell will carry the line out of the St. Paul, Minn., territory.

* *

Harry A. Keffer, who has been working the Eastern territory in the interest of Cartwright Bros., is expected at the home office next week.

* *

George W. Meredith, of Pittsburgh, Pa., president of the Colonial Pottery Co., spent several days here last week.

* *

Two cars loaded with pottery were "kicked" from a siding at the plant of the W. S. George Pottery Co., East Palestine, O., a few days ago, and considerable loss resulted.

* *

Within a few weeks active work will start placing the former plant of American China Co., Toronto, O., in shape for operation. As already announced, this property has been taken over by the new Wayne China Co. The plant has a capacity of six kilns. The company has a capital stock of $200,000, and will spend about $20,000 in improvements before beginning work.

* *

The number of mail orders for small shipments to be made by express and parcels post is quite large, indicating that stocks are short and buyers need goods immediately.

* *

Our plant is working to capacity, said George C. Thompson,, of the Thompson Pottery Co.

* *

W. S. George, of the pottery company of that name, has returned to the home office at East Palestine, O. after a brief businsss trip to Pittsburgh.

C. L. Hart, general manager of the Ohio China Co., East Palestine, O., contemplates a number of improvements to the plant, and also in the sales depart-

ment. With the latter end in view he visited the Pittsburgh district last Saturday.

* *

The demand for the "Bluebird" dinnerware pattern continues strong. Large department stores are liberal buyers, some ordering in carloads.

* *

H. E. Houston has left the Saxon China Co., Sebring, to become associated with the sales department of the Thompson Pottery Co.

ARTISTIC GAS PORTABLES.

"THAT'S a pretty one, isn't it? Now, I'd like to send that to her—the colors are so soft and pretty."

"Yes—it is pretty. But, my dear, it belongs in a French drawing room, and you forget that the parlor at the farm has a rag carpet on the floor!"

The two ladies of possible middle age—one hesitates about being accurate in such matters in these days—stood fascinated before an array of lamps at the Consolidated Gas Co. exhibit at Fifteenth street and Irving place. They looked as though they might be school teachers or librarians or matrons of an orphan asylum.

"I know; but, just think, mother never had anything like as sweet as that. And even if she has got a rag rug on the floor, she's a woman, isn't she? She can appreciate pretty things."

The lamp belonged to the French Empire period. The slender body was of black and gold, and the shade was of two tones—black silk with rose beneath. Whoever the couple, they had picked out the most strikingly artistic design of the lot.

"I know, but"—— the other lady could be heard protesting as they moved off.

The use of artistic vehicles for gas illumination is of practically recent development. The present exhibit seems to have as its object the ability to show how far designers have gone in producing artistic shades and lamp bodies for those homes that are only equipped with gas for lighting purposes. Formerly the apartment house dweller, who only had gas for lighting, looked upon an artistic arrangement of fixtures as a hopeless proposition. His only salvation, he thought, would be to get a raise and move to an electrically-equipped house.

An attractive group of lamps are those designed by a woman who through adversity was forced to take over her husband's business. Her knowledge of lighting and designing was practically nil when she commenced. Her lamps in this exhibit consist mainly of two-toned glass effects. The hand-painted boats, or butterflies roaming about groups of pink rosebuds, are done on the inner glass and shine through a transparent over-glass which is on the outside of the shade. Of these there are two, a large and a baby lamp, matching each other. So that, if you desire, one may be used for the large centre table and the other may be tucked off at one side, either on the end of the bookcase, on the lamp rack of the piano, or on a small side table. It is also possible to buy the small lamps separately for use as boudoir or nursery lamps.

There are in this collection also lamps imported from Japan. They have hand painted wooden bases and hand-decorated paper shades. The latter are lined to protect them from the heat.

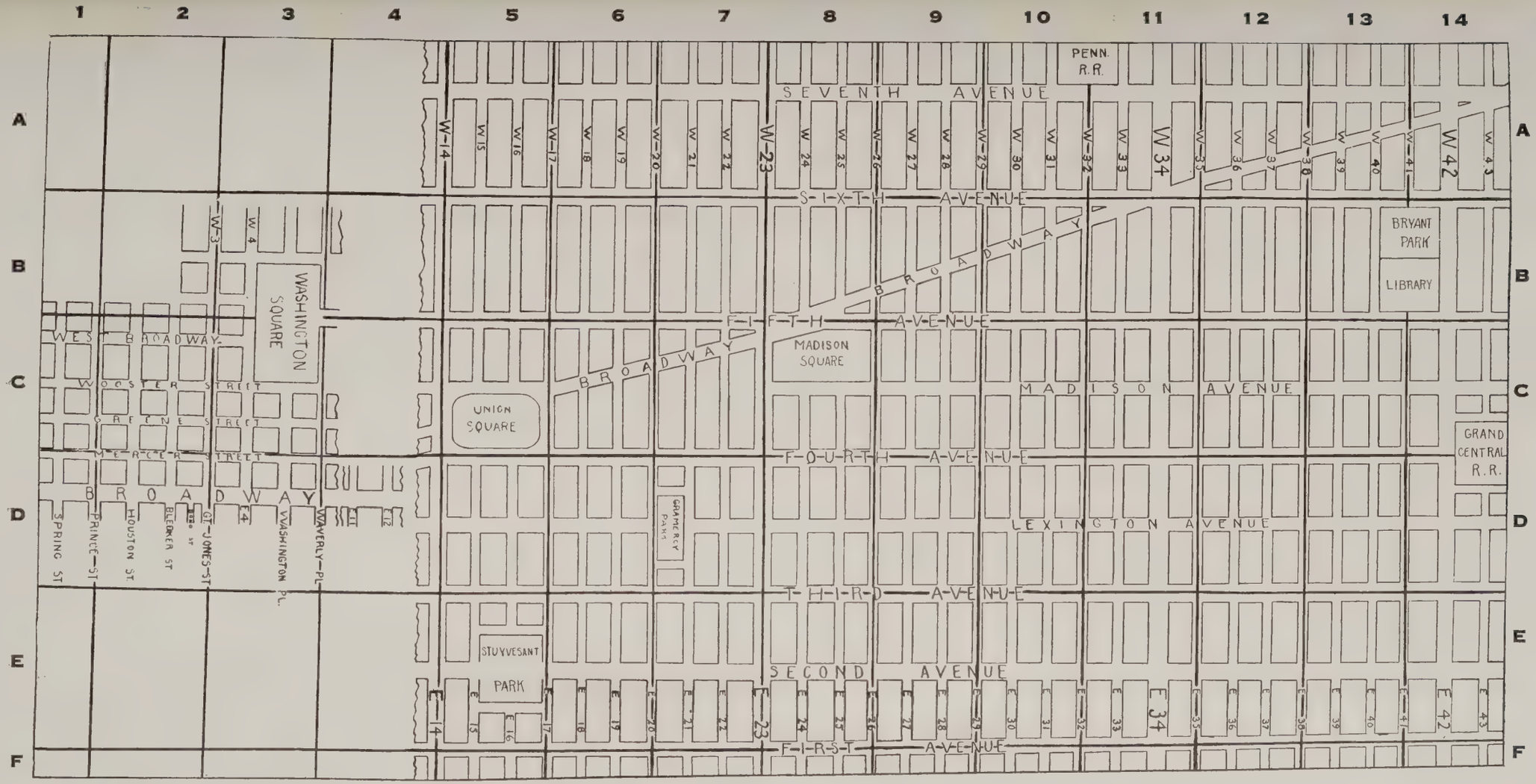
MARGIN NOT PART OF CONTRACT.

A VERY interesting question and answer appear in the New York "Journal of Commerce," whose replies in such cases are always so logical and correct that they are generally accepted by merchants as having the force of a legal decision. It often happens that firms claim exemption from legitimate charges on the ground that on the margins of their letters or orders certain printed words occur. Under this decision their contention is valueless unless the terms alluded to are mentioned in the order. We give the question and reply in full:

QUERY.—We buy from a manufacturer, upon the top margin of whose letterheads is printed: "All quotations are subject to strikes, railroad delay, etc." Have these words any legal force, and are we bound by them when buying from this concern? Are these words part of the contract?

REPLY.—If a letterhead contains a statement that "All quotations are subject to strikes, railroad delays, etc," that is notice to the recipient of the letter, if he reads it, that when he comes to make a contract with that concern, or to receive a quotation from it, he may reasonably expect to have this marginal matter made a part of the contract or quotation. Whether it is actually so made or not will depend upon the contract, or the letter containing the offer or quotation, in any particular case. A letter begins, commonly, with the name of a place, date, name of the person addressed, etc., and it ends with the name of the writer. In like manner, a contract begins in certain well-defined ways and ends with a signature or signatures. Nothing forms any part of the letter or the contract except (1) such matter as is actually contained within these limits; and (2) such other matter as is referred to by something within those limits. Thus, marginal matter may be included by being actually incorporated in the body of the document; or it may be included by reference—that is, by the use of some such words as "subject to stipulations upon the margin hereof," or the like. The limits of a contract or other writing are clearly indicated by the form of the document, and no one interested in the contract is bound to turn the paper over to see what may be on the other side. He is likewise not bound to turn it about and read and study anything that may appear on the margins outside the contract. He may trim off the margins and still have the same contract he had before.

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2
Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Colonial Co., 145 W 18th.....A-6
Dela Croix, C. J., 19 Madison ave.....C-8
Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5
Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co, 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7
Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9
Imperial Art Glass and Lamp Works, 205 W 19th.....A-6
Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1
Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 133 Fifth ave.....C-6
Straub, Paul A., & Co., 105-107 Fifth ave...C-5
Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13
Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.'s 45 East 20th St.....D-7

THE USE OF SODIUM SALTS IN PURIFYING AND CASTING CLAYS.

IN Technolgic Paper No. 51, just issued by the Bureau of Standards, Department of Commerce, the results of some work involving the addition of small quantities of sodium carbonate and sodium silicate to clay suspensions are published. Clays mixed with water may be considered to consist of a system of fine particles varying from comparatively coarse to very fine grains 0.003 mm. and less in diameter. It is a curious fact that these fine particles are very sensitive to the influence of small quantities of alkalies, salts and acids, and hence the properties of the clays as a whole are affected to an important degree by such additions. Alkalies tend to break down the grains into still finer particles and to hold them in suspension. At the same time the fluidity of the system is increased so that a separation is possible between the particles capable of greatest dispersion (the clay substance proper) and the coarse particles which comprise the principal impurities. A method of purifying clays is thus suggested. Acids and salts act in the opposite sense, tending to coagulate the particles and to precipitate them. In the casting process, employed in the manufacture of sanitary ware and other clay products, the effect of the alkalies consists essentially in reducing the water content and with it the drying shrinkage, which is essential in preventing the cracking of the ware.

The characteristic effect of the alkalies upon different American clays was studied from several standpoints, particularly with reference to the viscosity of the clay suspensions, the absorption of the reagents, the strength of the treated mixture in the dried state, and the influence of time. The effect of different clays upon each other was also studied.

This publication is for free distribution, and copies may be obtained by those interested upon application to the Bureau of Standards, Washington, D. C.

IF Tommy Atkins was in the Russian army 'e would say there's a 1 of a difference between fight and flight.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

A COMMISSION man with good showrooms and record is open for a lighting glassware account. Is well posted in the line and can produce results. Personally acquainted with the trade. Address Box A 962, this office.

SALESMAN representing two well-known makes of pressed and light cuttings wishes to communicate with a first-rate factory manufacturing heavy cut glass to represent on commission in Pennsylvania, New York and Ohio, or part. Address Box A 963, this office.

FOR RENT.

A VERY desirable space 18 feet by 14 feet on West Twenty-third street, in the heart of the new crockery and glass district. Immediate possession. Moderate rent. Address Box A 964, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co
The ALCAZAR	Wm. Adams & Co
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China
The MUNICH,	"
The GRENADA,	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China

The Royal Dresden BLUE ONION Porcelain, Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.
The ODESSA, White and Gold Encrusted. John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Stafordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

FLINT MILL DESTROYED BY FIRE.

FIRE of mysterious origin destroyed the Golding & Sons' flint mill, East Liverpool, O., last Thursday night, causing a loss estimated at between $50,000 and $100,000. Sparks from the fire alighted on the bridge spanning the Ohio river to Newell, W. Va., but no damage was done the structure. The concern is well kuown in the pottery trade, as its product is used in almost every clay plant in the West. It has another plant in Wilmington, Delaware.

CAPTAIN OF HIS SOUL.

TOTALLY blind for the last ten years, Charles Groth, Rochester, Pa., has complete charge of the cooperage department of the H. C. Fry Glass Co. works, North Rochester. He not only supervises the work done by nine men under him, but through his keenly-developed sense of touch is able to pass judgment as to the quality of barrels made by them. Although he has never seen the faces of some of the men working for him, he can readily locate each, when in the cooperage department, by the sound of their hammers, says "The Glassworker." Each day 350 to 500 barrels are made in Groth's department. Any one barrel can be set in front of him and by the mere rapping of his knuckles against its side he can tell, and always without error, the name of the man who made it. In the warerooms thousands of barrels are piled. Groth can tell without mistake, by only the sense of touch to guide him, the work of each man. In his department about 1,500 000 barrels are made annually.

Groth, who is forty-five years of age, was born in Rochester May 6, 1870. He has resided there all his life. Until thirteen years of age he attended the public schools of that place. A year later he was taken suddenly and seriously ill of typhoid malaria. His left eye was affected, but for a time caused him no worry. Recovering from his illness, he worked for three years in the Rochester Tumbler Works, after which he secured employment in the Co-Operative Flint Glass Co.'s works at Beaver Falls. While there he learned the cooperage trade under his uncle, John Hilberg, at that time foreman of the shop. He has followed that trade ever since.

When twenty-one years of age the condition of his affected left eye became such that he was obliged to have it removed. It did not appear then that the remaining eye would ever cause trouble. Eleven years later, however, the right eye became affected and blindness gradually came upon him. A year later he completely lost his sight.

In 1902, while Groth still had the use of his right eye, the H. C. Fry Glass Co. works was built. For years Groth had been considered a proficient cooper, and his knowledge of the trade procured for him the position of foreman in the cooperage department of the new works. Three years after he had accepted the position total darkness enveloped him.

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Limoges
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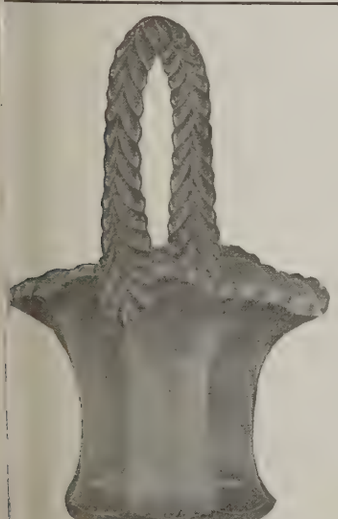
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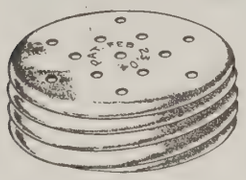
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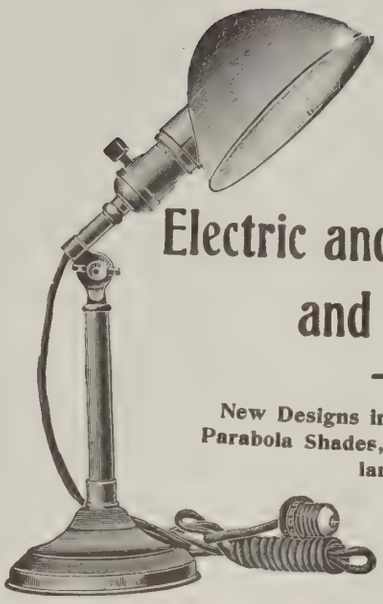
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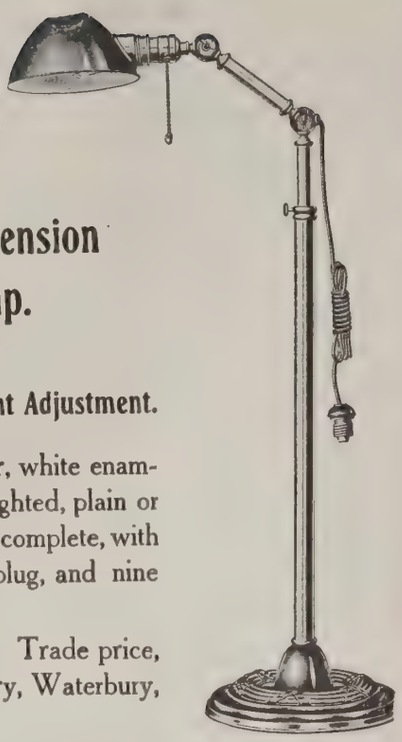
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CROCKERY AND GLASS Journal

ol. 82. No. 21

Nov. 18, 1915

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Those who have not yet taken space should notify us immediately if they intend to do so.

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New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



43 READY SELLERS

FOR YOUR CHRISTMAS TRADE

Our No. 1600 Assortment—Price $36.25

This is an assortment of the celebrated Schlegelmilch China. It is very thin and beautifully potted. The decorations are rich in color and many of them have heavy gold bands and handles. The pieces have been carefully selected to make up a line of Christmas merchandise that will sell quickly because it can be sold at modest prices without sacrificing your profit.

Sold in Assortments Only
Each Package Contains

Six Items at 50c. ea.	One Plate 21 c/m One Comport One Hld. Tray One Plate 21 c/m One Cheese Plate One Plate 21 c/m
Twelve at 65c. ea.	One Spoon Tray One Plate 21 c/m One Hld. Tray One Mayonnaise One Spoon Tray One Hld. Tray One Jam Jar One Nut Bowl One Comport One Mayonnaise One Salad One Whipped Cream Set
Eight at 90c. ea.	One Salad One Cake Plate One Cracker Jar One Sugar & Cream One Salad One Condiment Set One Sugar & Cream One Cake Plate (Oval)
Twelve at $1.00 ea.	One Sugar & Cream One Cake Plate One Flower Holder One Sugar & Cream One Celery Tray One Basket One Cracker & Cheese One Chop One Manicure Set One Almond Set One Chop One Celery Tray
Five at $1.25 ea.	One Celery Tray One Whipped Cream Set One Chop One Cracker Jar One Trinket Set

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS
CLEVELAND, OHIO

China Glass Electric Goods House Wares

GUERIN & CO.

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & C**

Fall Sample Line Now on Displa

Shipments Arriving Regularly.

43 to 47 West Twenty-third S

NEW YORK CITY.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

THIS new line of Matt Green has fine texture, good colorn has appearance of a high-priced article, but can be ret e at a price within the reach of the masses. Made in *Jardinie 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands,* te

Send for handsome colored illustrations—just out. Bte yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery C.

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

This is the time to look over your stock and send in your orders so you will not miss any sales in the above patterns during the coming two busy months. *Prompt and careful service. Moderate prices.* Beautiful colored folders upon request to help you advertise.

Herman C. Kupper,

Importer.

52 Murray Street, New York.

STILL THEY COME!





JUMBO SAVINGS BANK.
Design patent applied for.



First "Toby," then the Owl, now the Jumbo savings bank. Like the two first-named, the surface is dulled by etching, while the eyes are imitation brilliants. A slot in the back receives the coin.

PROMPT SHIPMENTS.

New York Salesroom:
HORACE C. GRAY CO.,
Fifth Avenue Bldg, 23d St. and B'way,
Suite 202-3-4-6.
Telephone 6311 Gramercy.

LANCASTER GLASS CO.,

LANCASTER, OHIO.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY COMPANY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 18, 1915.

THE CONDITION OF BUSINESS.

New York

The activity in trade continues, all kinds of wares being in demand. The importers are being importuned to hasten the shipment of goods, and the domestic manufacturers are fast getting to the point where they will not be able to deliver as fast as their customers would like.

German importers are taking orders for early spring delivery, but always with the proviso that they are dependent on ships to bring the goods over. They are working hard to this end, and this week it was reported from Washington that a syndicate had been formed to charter American bottoms, manned by Americans, to go to Rotterdam for the various wares that are lying there. Later despatches, however, state that the project has fallen through.

French importers are getting some good shipments and are looking for better. They are booking a lot of orders, all with instructions to ship as soon as possible.

English importers are doing business, but are handicapped by the prices. Some lines are bound to be in demand, no matter what the cost. Orders are a little slow. If buyers are waiting for lower figures they will probably wait a long time.

Japanese goods are coming in very well, and the demand for dinnerware in this market is increasing.

German and French prices are bound to advance. Not only are raw materials going up almost every day, but coal is getting to be an expensive item. Labor will of course go higher as men become scarcer.

Very little German glass is coming forward, and while the French importers are getting some goods there are not enough to go around.

There is plenty of domestic lime glass, but lead blown goods are wanted in excess of the supply.

Cut glass is getting to be worth its weight in gold. Very few potash blanks are now obtainable, and so far the substitutes are not to the liking of cutters. Lime blanks are being used in large quantities for light cuttings and floral designs. Some good effects are produced, and they sell well.

Toys have come in abundantly, and most orders will be filled. Dolls are a little scarce, and prices have gone up.

Few imported housefurnishing goods have arrived, but the domestic manufacturers are supplying wants in a very satisfactory manner, though there is a little shortage in aluminum ware.

The lamp trade has improved very much recently, and buyers who were slow in placing orders are beginning to get worried.

Export trade in lamps and glass is the biggest ever known, and the Canadian demand for both crockery and glass is very large as compared with former years.

East Liverpool and Vicinity

All the potteries report great activity. Orders for general lines are heavy, and in a short time the mails and wires will begin to ask for rush shipments of matchings. Dinnerware is in good demand, and the higher-priced patterns are selling well. Popular-priced decorations are of course in good request.

Pittsburgh and Vicinity

Great activity exists among the glass plants in this district. Blown and stemware shops are very busy. Light cut and heavy cut glassware are in such demand that late orders for the holiday season are liable to remain unfilled. Many buyers want immediate shipments; but this is impossible. Orders are taking their turn. Lighting glassware still continues active, some plants reporting that certain numbers are sold out for the balance of the year.

EXPLAIN PERMITS FOR GERMAN GOODS.

STATEMENTS having appeard from time to time in various newspapers conveying the impression that the American importer, in order to obtain delivery of German and Austrian goods, particularly those purchased prior to March 1, must pay a tribute to American attorneys to secure a permit from the British Government to bring forward through the neutral port of Rotterdam their purchases, the brokerage firm of Bernard, Judae & Co., Washington, last week issued a statement saying that such imputations were unfair, explaining that on June 15 the unofficial negotiations which had been existing between the Bitish Embassy and the Foreign Trade Advisers came to a full stop and the importes of this country were notified by the Foreign Trade Advisers that the concessions issued by the Britsh Government were at an end. The American importers represented by Bernard, Judae & Co. requested W. W. Bride, an attorney, to proceed to London in his private capacity to see if the situation could not be relieved. Mr. Bride, with the entire approval and knowledge of the Department of State, proceeded to London, and having convinced the British Foreign Office of the justice of the situation, there worked out a plan by which goods ordered prior to March 1 for which the American importer was liable for payment were allowed to come forward. The principle having been worked out, numerous permits were issued, not only to Mr. Bride, but to other attorneys in London representing American importers. Upon application by the Foreign Trade Advisers the British Government extended the operation of this principle so that cases could be considered through the Foreign Trade Advisers of the Department of State, and upon the particular request of the Department of State the presentation of cases in London ceased and the presentation of cases in Washington commenced.

When interviewed on this question Mr. Bride said: "I am fully convinced that the British Foreign Office is doing everything within its power to satisfy the American importers wherever it can be shown that they may be injured. It must be remembered that the British Government regards the Order in Council as the strongest arm of offense and defense that it has against its enemies, and it seems to me that a most friendly spirit is being shown to American importers when they are allowed to bring goods forward by special concessions. It also must be remembered that the British Government regards the Order in Council entirely within the bounds of international law, and it is a manifestation of a splendid spirit of friendship that prompts them to weaken their offense and defense against its enemies to satisfy American importers.

"I maintain that it was highly advantageous to present cases in London. The American importers, through their attorneys, had opportunity to present the details of their particular cases to the committee having entire jurisdiction in the matter, and by being present was able to explain whatever features of the cases needed explanation.

"All the original commercial documents in the case, the contracts, the orders, the confirmations, etc., were presented for the actual inspection of that committee which decides these cases. Under present circumstances the best that can be done is to have a cable skeleton of the proofs sent over through the British Embassy at the expense of the importer, which, as can readily be seen, is at least a poor presentation. It is unfortunate that attorneys had to be paid for these services, but it must be remembered that in any suit at law, whether the litigant is right or wrong, he must pay the expense of an attorney."

TO REVOLUTIONIZE CUTTING INDUSTRY?

A GLASS-CUTTING machine which its inventor claims will revolutionize the industry has been devsied by Richard Kohn, formerly manager of the New York office of the J. D. Bergen Co. He says it will do any style of cutting, no matter how elaborate or varied, so perfect in every detail that it will be better than the finest hand work. By interchangeable parts the entire work of roughing, cutting and polishing is done. He claims that it will cut 300 tumblers in the same time that it takes to cut one by hand, and every other item in glassware in the same proportion. It requires absolutely no skill to operate, being so simple that the most inexperienced kind of labor can be employed.

The patents have been granted and have been assigned by Mr. Kohn to one of the largest blank concerns in Germany, which inteuds to go into the cutting business very extensively after the war, and with whom he will be associated.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It is getting pretty late now for buyers to give large orders and expect deliveries for their holiday business. When the fact that only four weeks remain until the big rush is on is taken into consideration, it will be seen how impossible it is for manufacturers to get all late requirements through the kilns in time. Some carload business was turned down in this district last week on account of manufacturers being unable to fill specifications. A number of plants hereabouts cannot take care of all the business being offered.

* *

From a number of offices the report comes that shipments for October were the heaviest in their history, and so far this month October records are being duplicated.

* *

Girls employed on decorating machines in the potteries at Sebring struck for an advance in wages last week, and the decorating departments were tied up completely for ten days. The girls asked for an increase in wages from $1.50 to $1.75 per day. An adjustment was made on the basis of a bonus for a certain amount of work over $1.50, and work was resumed on Monday morning.

* *

Improvements to the sample room of the Knowles, Taylor & Knowles Pottery Co. have been completed, but the new lines will not be on display until early in December.

* *

The receipt of new decals from abroad for the 1916 lines is rather slow, according to decorators. This tardiness is annoying to the manufacturers, as the sheets are necessary before the entire assortment of decorations for the new season can be assembled.

* *

In order to increase capacity the Hall China Co. has removed its mold shop to another part of the plant, and the vacated department will be used for clay workers.

* *

Three new lines of ware for 1916 are being assembled by the Brush-McCoy Pottery Co., Zanesville, O.—the "Vogue," a creation in black and white; "Sylvan," a high-grade light-colored line, and the "Bon Ton," a popular-priced tinted line. All three will be shown at the Pittsburgh display in January.

* *

Since the first of July the plant of the Oxford Pottery Co., Cambridge, O., has been working to capacity, and an addition of two kilns was recently made. New shapes and designs in cooking ware are now being put through for the January trade. Representatives appointed by the concern are: Cox & Lafferty, New York; J. A. Nixon, Philadelphia; H. M. Shirley, San Francisco; L. J. Navara & Co., Seattle. This company is now operating five kilns steadily on a brown body white-lined cooking ware.

* *

Two new kilns are now in course of construction at the plant of the Carrollton (O.) Pottery Co. A new machine shop has also been added. F. H. Blankenmeister has been given this line for the St. Louis territory, while the Chicago trade is now in charge of W. T. Darden & Co.

* *

As anticipated in this column, William T. McNutt, of this city, has been elected president of the Albright China Co., Carrollton, O., succeeding F. M. Albright, resigned. "We expect to build two more kilns early next year," said Mr. McNutt this week, "to keep pace with our growing business.

* *

President Charles F. Gosser has within the past few days notified the chairmen of all committees to have reports prepared for the coming annual meeting of the United States Potters' Association. It will be remembered that at the last meeting a number of committees failed to make any report. It is the intent of Mr. Gosser to have the coming session filled with instruction for the benefit of the members.

* *

Walter Darling, who left East Liverpool more than seventeen years ago, locating in Wyoming, and who has not been heard of since, has been decreed legally dead, so far as his right and title to a share of the estate of the late George H. Clarke is concerned. In a bank at Wellsville is a deposit of $26,000 belonging to the estate, but the failure to locate Darling, one of

the heirs, has prevented distribution. A bond was given in sufficient amount to protect W. E. Wells, of the Homer Laughlin China Co., administrator, in the event Darling ever appears to establish his claim.

* *

Among the buyers here during the past few days were S. S. Parkhurst, for S. H. Kress & Co.; Philip Goldstein, Boston; Mr. Giles, for Loveman, Joseph & Loeb, Birmingham, Ala.

* *

Zed T. Smith has returned from a brief Eastern trip in the interest of the D. E. McNicol Pottery Co. He will remain at the home office during the balance of the season.

* *

Herbert K. Connors, Eastern salesman for the Crooksville China Co., is happy not only on account of the good business he is booking, but because a bouncing boy arrived at his home a few days ago.

*

Harry A. Keffer, sales manager for Cartwright Bros., has returned from a swing around the circuit. He is now engaged in arranging the new lines for the coming year and preparing the sample room at the pottery for the reception of January visitors.

Joseph Davis is making a late trip through the Middle West with samples of the 1916 line of the Knowles, Taylor & Knowles Co.

* *

Report is current that soon after the first of the year construction of a new pottery will be started here, the plant to cost about $100,000. Those mentioned in connection with the deal will neither affirm or deny the truthfulness of the story.

* *

William Mackey left last Thursday for a trip over his territory to show the 1916 line of the Edwin M. Knowles Co. A long assortment of exclusive decorations on the new "Mayflower" Colonial dinner shape is being carried.

RETAILERS INDORSE STEVENS BILL.

THE following resolution was unanimously adopted at the mass meeting of the Conference of Independent Retail Merchants of the Metropolitan District, held at the Hotel Astor on Wednesday evening, October 27:

Whereas certain interests opposed to the Stevens bill are employing ingenious and plausible arguments which are misleading and designed to render the Stevens bill unpopular with the retail trade; and whereas these arguments are intentionally misleading, and have no foundation in fact, inasmuch as the Stevens bill expressly provides for a fair and equitable disposal of unsalable merchandise, in that the dealer may sell goods at any price he chooses, provided he has first given the manufacturer an opportunity to take them off his hands at what they cost, and the measure will not prevent important seasonable reductions in price; and whereas practically every organization in any manner identified with trade has gone on record as favoring the Stevens bill and is bringing to bear every influence at its command in an effort to secure favorable action on this measure. Therefore be it

Resolved, that the Conference of Independent Retailers of the Metropelitan District heartily endorses the Stevens bill and protests against the unfair methods being employed to defeat it; that we favor the reintroduction of the bill in the next Congress and pledge our influence and assistance in promoting its final passage; that we reaffirm our belief in the principles of price standardization, and that we endorse the Stevens bill as being the only practical form of legislation now visible which promises the establishment of resale prices, preventing predatory price-cutting, and offering a guaranty of free and honest competition in all lines of trade.

And be it further resolved that the secretary be instructed to send a copy of these resolutions to the President of the United States, to each member of the Federal Trade Commission, to every member of the United States Senate and House of Representatives, to the Governor, to every member of the State Legislature and to the press.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 16, 1915.

BORDEAUX

8	packages	chinaware	J Wanamaker
9	"	"	Davies, Turner & Co

HAVRE

100	packages	chinaware	Haviland & Co
11	"	"	J H Venon
21	"	"	Wm Guerin & Co
12	"	"	Justin Tharaud
29	"	"	Vogt & Dose
19	"	"	L Bernardaud & Co
14	"	"	Haviland & Abbot Co
25	"	"	H Kupfer
7	"	"	Fondeville & Van Iderstine
7	"	glassware	F Bing & Co
5	"	"	Geo Borgfeldt & Co

ROTTERDAM

386	packages	earthenware	Geo Borgfeldt & Co
68	"	"	Koscherak Bros
40	"	"	Butler Bros
14	"	glassware	Snow's U S Sample Express Co
132	"	"	Strobel & Wilken Co
966	"	toys	F W Woolworth & Co
9	"	"	B Shackman & Co
27	"	"	Butler Bros
73	"	"	M Field & Co
36	"	"	R H Macy & Co
43	"	"	Bernard, Judae & Co

SWANSEA

10	packages	earthenware	Strauss & Co
4	"	toys	R F Downing & Co
2	"	glass	Strauss & Co

LIVERPOOL

5	packages	earthenware	G Collamore & Co
2	"	"	Maddock & Miller
5	"	glassware	Davis Collamore & Co
475	"	"	American Express Co
17		"	Davis, Turner & Co
3	"	chinaware	Meakin & Ridgway
2	"	"	J Davison

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

9	packages	earthenware	Jones, McDuffee & Stratton Co
1	"	"	Miscellaneous Orders

GENOA

58	packages	earthenware	R F Downing & Co

ROTTERDAM

6	packages	earthenware	Geo Borgfeldt & Co
18	"	"	L Wolf & Co

Jottings Here and There

BY A QUIET OBSERVER.

'UPPOSE you had a large factory, well equipped for) making brass goods, and you had an offer for two illion one-inch shells at a price which would pay you handsome profit. Suppose on top of that you had an fer for $2,330,000 worth of three inch shells at your wn price. What would you do? These two bona-fide ·ders were offered to a lamp concern in this city last eek, and were both refused. While sentiment had me share in the refusal, they could not make the ells if they had wanted to. It would take months to stall the machinery, and they could not see that it as worth while.

Many firms are wishing to-day that they had not en so ultra-conservative, and had bought a little ore freely. They are finding that it is not possible to get all the goods I want'' just at this time. The trade as been warned time and again in these columns, and w some of the big houses are telling buyers that it ill be well to order early and as largely as their eans will allow for spring delivery and make their port orders for fall delivery as big as possible; also give the domestic manufacturers a chance to know hat will be required of them.

It was not because people did not have money that ey were curtailing their purchases, but because they re afraid of the future. What has changed their minds? September trade was pretty nearly as flat as it could . The middle of October saw orders coming in so st that it was impossible to care for them.

A letter received by a local retailer recently was as llows:

"I read your advertisement and ask you to answer e following questions: Is it real porcelain, and how out the guarantee when it breaks? How many years your guarantee in force? Answer immediately.''

One day last week two ladies in an automobile held by a congestion of vehicles were overheard discusg department store methods.

"I am disgusted with some of these stores,'' one s saying. "They advertise almost everything as a rgain, and yet I have found that in many instances I n buy the same thing anywhere at the same price, and sometimes even at less. It's nonsense to suppose that these big stores can always be selling things below cost and still remain in business. I know my husband can't, and he is in the retail——.'' The traffic opened, and the rest was lost.

A little more than a year ago everybody was urged to buy a bale of cotton. When the scare came the Southern crockery men wrote letters to the various importers and manufacturers asking them to help save that part of the country. Those who bought have had ample opportunity to sell at a good profit. If any are still holding their bales, now is a good time to dispose of them.

Some department store buyers are now sending in their orders with prices attached, requesting the importers to carry out the figures and total the amount, the results to be communicated to them at once. Is this to save their bookkeepers' time, or because they cannot figure foreign currency?

In a specialty china store, where most of the goods "run into money,'' a plainly-dressed lady was taking up the time of the salesman. She asked him hundreds of questions, handled dozens of pieces, and to the casual observer was making herself a nuisance. After a long time she departed without buying and without a word of thanks.

"How can you put up with that sort of thing so patiently?'' the salesman was asked.

"Have to,'' he replied. "But she was a comparatively easy one. That woman knows china, and in a way it was a pleasure to wait on her, for she was appreciative. Some of the women who come in here can't see the difference between our goods and those shown on a ten cent counter, and couldn't and wouldn't buy here. But we have to be courteous.''

A few days later this same woman went to the store and in a very few minutes bought nearly $200 worth.

For six months importers have been telling their customers that if they did not order early they could not get goods, and in many cases were answered: "Oh, you have been saying that repeatedly, and yet we have always managed to get along.'' Now that the pinch has

come they blame the importers because the latter did not order out a lot of wares. The wolf has really arrived.

EARLY RISE IN BOHEMIAN GLASS PRICES.

WITHIN the near future there will be a general increase in the price of Bohemian glass products. In the higher grade decorated and engraved goods the increase will average twenty-five per cent. This is due to the greatly-increased cost of the raw materials. It is also expected that the price of quartz sand will advance, since previously the Bohemian glass manufacturers bought either Austrian or German sand, and at present there is an embargo upon the exportation of this sand from Germany. The Austrian sand trade therefore has an increased demand, with a market free from foreign competition.

A TREAT FOR CONNOISSEURS.

THE interesting collection of old china and glass formed by the Newark, N. J., connoisseur, Dr. Pleasant Hunter, to be sold at the galleries of the American Art Association on the last three days of this week is attracting great attention. It has been catalogued by Dr. Hunter, who has had the assistance of Dr. Edwin Atlee Barber, director of the Pennsylvania Museum. Miss R. H. Lorenz, of the association, has classified them in a manner that not only makes them doubly instructive to students, but adds to their beauty. The groups of rare wares, such as Whieldon, Turner, Wedgwood and soft paste Lowestoft, have cases to themselves and make an uncommonly effective ensemble.

The Whieldon glazes are mottled, usually green and brown or yellow and brown. There are some animal forms in these Whieldon glazes, such a horse and a rabbit, cornucopia wall vases and other quaint decorative forms. Among the important pieces are some rare teapots, some platters in the cauliflower design, and a rare tureen and cover.

Among the noticeable pieces of Wedgwood are a pair of pot pourri vases with a modeled festoon and dragon decoration in brown and white, a posy holder with perforated lid and an openwork basket and tray. Among the specimens of Turner ware are also posy holders, a large teapot with classical figures in white relief on brown glazed ground, a pitcher with medallion of George III and Chatsworth House painted upon a panel in front, lozenge-shaped teapots with exquisite reliefs in the panels, and a pair of pitchers with hunting scenes.

There are large groups of copper, crushed strawberry and silver lustres with all sorts of attractive designs and often with quaint mottoes or bits of poetry upon them; an Ebers teapot of red stoneware with applied reliefs, a ship and floral set in Leeds ware and soft paste Lowestoft and the so-calld Chinese Lowestoft.

Not the least interesting in Dr. Hunter's collection is the extensive showing of old glass, which includes many old American pieces and much old milk white glass. A bottle in this milk white glass, which has a floral decoration and the coat of arms of the Swiss family Rodner, is said to be the only one of its kind in existence.

SUPPLANTING THE POUND STERLING.

THE culmination of the movement to supplant the pound sterling with the American dollar has come with the announcement by the National City Bank to local institutions that it is prepared to issue a new form of letter of credit. This form of international exchange may be used between correspondent banks of the National City and its branches. Included in the latter are several South American institutions, while the recent acquisition of the International Banking Corporation gives the New York bank financial connections in the principal European centers and in important cities of the Orient. Local bankers declare this is the most substantial step taken in the direction of forcing the world's financial center from London to America, and that a broadening of the field now entered by the National City Bank will insure to this country financial supremacy.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

G C Tonolla, hf, c, A Eisenberg, Baltimore. Strand.

F Walsh, hf, c, Strawbridge & Clothier, Philadelphia. Grand.

R C Gibson, t, Marshall Field & Co, Chicago. 104 Worth.

A K Betteridge, s, Boggs & Buhl, Pittsburgh. 37 West 26th.

O Lion, t, S Hoffnug & Co, Sydney, Australia. 116 Broad.

B F Welden, c, g, Sisson Bros-Welden Co, Binghamton. 220 Fifth ave.

W T Giles, hf, c, Loveman, Joseph & Loeb, Birmingham, Ala. 225 Fifth ave.

J Postley, hf, and P L Beck, c, g, Baltimore (Md) Bargain House. 354 Fourth ave.

Miss M Lensenhuber, s, J N Adam & Co, Buffalo. 18 West 35th.

T A Keller, c, hf, Denholm & McKay Co, Worcester, Mass. 2 Walker.

F A Montei, hf, t, G Fox & Co, Hartford, Conn. 320 Church.

J W Waldorf, c, g, hf, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

H H McGrath, hf, Porteous & Mitchell Co, Norwich, Conn. 430 Fourth ave.

Leon C Moses, c, g, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.

G Brooks, t, c, g, hf, S F Iszard & Co, Elmira, N Y. 315 Fourth ave.

THE METROPOLITAN MARKET

THE open stock service maintained by Herman C. Kupper in the most favored patterns of Ahrenfeldt china is a convenience that adds another link to the chain of strong features that has given this ware a place in such a large number of china departments throughout the country. The originality of the designs is refreshing, and they are shown in such a vast number of treatments that all tastes are catered to; and being moderately priced it is a line that means a large volume of business to the dealer and consequently big profits.

A jardiniere and pedestal, the first installment of a new line from the Brush-McCoy Pottery Co., has made its appearance at the salesroom of the company's representatives, Cox & Lafferty, and it gives promise of registering another substantial hit. The simplicity of the fluted pattern, the rich matt ivory finish and a decorative treatment in black make a trio of pleasing features that will secure it many friends.

The Duncan & Miller Glass Co. have added to their popular No. 89 partially-finished pattern for cutting a new and well-proportioned pitcher and tankard, beautifully finished with ground and polished star bottoms. A graceful arrangement of a leaf design in an imitation cutting is used, leaving space to be filled in with a floral pattern of the cutter's own origination. They are priced so that the latter can make an attractive profit after completing the pattern.

Each season it would seem that the acme of perfection has been reached in Morimura Bros.' line of Royal Noritake china, but each succeeding display continues to outrival its predecessors, and the immense exhibit assembled in the concern's import department for 1916 delivery shows an advance over all previous efforts. The tastefulness and diversity of the patterns and the finished manner in which they are executed, together with the fine white body, are beyond criticism. Many of the designs follow along the line of the most favored styles of patterns from the best European factories, although there are any number of entirely original conceptions besides. In dinnerware there are many new shapes, and specialties galore have been introduced in the fancy line.

S. A. Weller is showing a new and exclusive line of vases, bowls and jars at the New York office. The decoration is a riotous mass of colors blending harmoniously together, producing wonderful lights and shadows and innumerable color combinations, tinted and veined, such as onyx, agate, marble, turquoise, amethyst, etc. Each piece has an individuality and character of its own, and is duplicated in shape only.

Several new designs of special artistic merit in exclusive treatments are recent arrivals at the showrooms of Vogt & Dose. They are very cleverly conceived and are deserving of all the praise that can be given them. Particularly quaint is a pure Colonial paneled style with a narrow coin-gold band on a line of cups and saucers. There are also some dainty new dinnerware patterns, as well as rich service plates, that make valuable additions to the display.

The Owl and the Jumbo savings bank, lately added to the Lancaster Glass Co.'s novelties, have "caught on" with the trade and are now giving the famous dog "Toby" a race for popularity. An alligator is the very latest acquisition to the line and has now taken its place among the others on the display tables of the Horace C. Gray Co. Repeat orders are the rule wherever they have been placed.

No more central location for the china and glass wholesaler could be selected than the Fifth Avenue Building, at Twenty-third street and Fifth avenue. It is easily accessible from any part of the city, on account of its convenience to so many car lines. The number of trade concerns already in this building and those adjacent make it practically the center of the uptown district. Houses considering a change should write for further information.

One of the attractions in the import department of the Tajimi Co. which have just arrived from the concern's factory in Japan is a choice collection of china for

decorating. The quality of the body is fine, and the number of novelties and pretty shapes are sure to win the approval of the discriminating. Another notable showing is the line for decorating in a Satsuma body, the soft cream finish lending itself well to the quaint shapes.

The Guernsey Earthenware Co.'s very attractive designs and shapes in their new line of Porcelainware cooking and serving dishes have taken well with the trade and promise to establish as enviable a reputation as the company's well-known line of earthenware. Bates & Ledden's display includes a variety of useful dishes combining practical qualities with the necessary attractiveness to make them in harmony with any table service. Among them are several pleasing white and black creations.

A. H. Ledden, agent for the Onondaga Pottery Co., is exhibiting several new patterns worthy of special mention. Two or three striking floral effects are shown, one in Dresden style being particularly good. A black and gold treatment is very dainty. Another attractive design has acorns and autumn leaves intertwined in a narrow border. All are shown on good, practical shapes.

An attractive line attractively displayed is that of the Bryce Bros. Co. in the salesroom of J. Duncan Dithridge. The exceptional taste evinced in the large assortment of designs, to which additions are constantly being made, is always a source of interest to buyers. Aside from staple lines of stemware, tumblers, decanters, carafes, etc., there are many specialties to be found here.

BUSINESS BRIEFS.

The Joyce China Shop is the name of a new establishment just opened in Utica, N. Y.

The Norwegian steamer Skrymer arrived at Portland, Me., from England last week with a cargo of 1,903 tons of china clay.

* *

Mellen & Hewes, Hartford, Conn., are going out of business. The receiver is closing up affairs as quickly as possible.

* *

One of the packing houses at the Salem, N J., glass works was destroyed by fire November 12, supposedly incendiary.

* *

Fire starting in a pile of papers on the fifth floor of S. S. Kresge's five and ten cent store, Detroit, caused damage estimated at $15,000.

* *

Directors of Owens Bottle Co. have voted to distribute among the common stockholders a 20 per cent stock dividend. This will amount to $1,250,000. The directors also voted the annual cash dividend of 12 per cent, payable quarterly.

* *

The receivers of Higgins & Seiter, 11 East Thirty-seventh street, have filed a report showing receipts $125,085 and disbursements $124,499, of which $59,460 was turned over to William Blau, the trustee. They also turned over to Mr. Blau other property which realized $125,850.

RECENT CUSTOMS DECISIONS.

RECENTLY Morimura Bros. went before the Board of General Appraisers with the claim that the Collectors at Seattle and San Francisco assessed duty on an amount which it was alleged by the protestants was in excess of the amount paid for packing certain merchandise. It was shown to the satisfaction of the board that the actual cost of the packiug was fourteen sen. The customs officials were reversed in taking duty on a higher basis.

George Borgfeldt & Co. were sustained in the claim that alabaster globes and standards constituted entireties properly duitable under the tariff at the rate of 15 per cent ad valorem under the provision for "sculptures." The Collector was reversed in taking duty at 45 per cent as manufactures of alabaster.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Oct. 27, '15	Corresponding period 1914	Exports Jan. 1st to Oct. 27, '15	Corresponding peric 1914
Boston..	139	425	3804	5191
New York	769	873	8100	8459
Baltimore ..	225	478	6003	7008
Philadelphia...	21	150	2035	2178
New Orleans	57	74	709	969
Newport News.	11	....	72	86
San Francisco	8	28	1433	1035
Portland, Me..	85	....	1091	1001
Galveston. ..	....	....	10	635
Portland, Ore..	....	....	141	....
Inland Points..	1	15	437	441
Total..	1316	2043	23835	27030

From the Freight and Shipping Circular of Smith, Christmas Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 23, '15	Corresponding period 1914	Exports Jan. 1 to Oct. 23, '15	Corresponding peric 1914
New York ...	263	129	7981	9282
Boston	12	182	3782	5761
Philadelphia	10	14	2025	2264
Baltimore	66	66	5958	7008
San Francisco	....	....	1403	1075
New Orleans	24	27	694	1072
Portland, Me.	....	....	1091	1004
Galveston	....	....	10	635
Newport News.	11	....	72	104
Portland, Ore	....	....	141	....
Inland Points	....	....	498	271
Total	386	418	23655	27976

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

According to a statement just issued by Marion G. Bryce, president of the Western Glass and Pottery Association, the year drawing to a close was the most successful in the history of the organization. But one death assessment was collected. In a letter to the members President Bryce says: "We believe the solution has been found in a steady increase in membership. If we can add to our number from 50 to 100 new names each year, under the by-laws as they are now constituted, we can go on indefinitely, doing as much good as we have been doing every year."

Some glass salesmen have received instructions from their firms not to sell any more of certain items for delivery during the balance of the year.

A. Sanford, representing Weiss & Beheller, Ltd., London, Eng., who spent several months here last season buying glass and allied lines for export to the British possessions, has returned and is registered at the Ft. Pitt. He will remain here until after the January exhibit.

Paul L. Beck, of the Baltimore Bargain House, made his late fall visit to this district last Friday and Saturday. He also visited the East Liverpool, Chester and Newell pottery districts.

The Universal Cut Glass Co., Wilkinsburg, Pa., has eliminated the general line of cut glass from its list and is now confining its efforts to lighting glassware. The plant is working to capacity.

A toy alligator is the latest addition to the novelties by the Lancaster Glass Co.

Additions to the finishing and warehouse departments of the Star Glass Co., Star City, W. Va., are being completed.

Leon Moses, buyer of china, glass and lamps for the Kaufmann & Baer store, says his department has shown a remarkable increase in sales over the corresponding term of last year. "We have been fortunate enough to have received at least ninety per cent of our import orders," he added. "We are now planning for our 1916 campaign, and from present indications I am of the opinion that it will be a banner business year."

The Cambridge (O.) Glass Co. has recently enlarged its office building and has erected a new boiler house and etching room at its Byesville plant.

Indications point to liberal buying of soda fountain requisites in January, as wholesale druggists and confectioners are reporting low stocks, current buying being only for immediate requirements.

The line of stem and blown ware of the United States Glass Co. known as "Rims of Gold" has just been increased by the additions of a line of vases in sizes from six to twelve inches. The entire line, which posseses a coin gold treatment, has had an exceptional sale among the high class jewelry trade.

"I never knew table glassware as a whole to move as slowly as it has during the past year," said a manufacturer this week. "Some years ago it was no trouble to sell table glass, and the manufacturers were always getting out something new. The glass trade to-day seems to be confined to specialties and items of general utility.

The Pittsburgh Cut Glass Co., which formerly confined its operations to the cutting of lighting glass, has of late entered rather strongly into the regular pressed blank business.

A toy bungalow, of glass, to be filled with confections, is the most recent creation of the L. E. Smith Glass Co., Mt. Pleasant, Pa.

United States Senator George T. Oliver of this city announced this week that he would erect a sixteen-story office and business building on the site of the Bissell Block at Seventh, Liberty and Smithfield streets. The Macbeth Evans Glass Co., whose offices are now in the Wabash Building, have closed a long-term lease for the entire tenth floor, which is promised ready for occupancy early in 1917.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 18, 1915.

NO NEED FOR DISCOURAGEMENT.

WORK well done is bound to be appreciated in some quarter. Men are apt to become discouraged when their endeavors do not produce results that excel or even equal others, and they are liable to relapse into a comparatively listless state because of the belief that no matter how hard they try they get no recognition. Of course there are employers who will get all they can out of a man and pay him just as little as he will accept; but that is not the attitude of the average employer. The work of every man is known and noted. The ambitious are watched, and when conditions warrant are usually advanced in accordance with their qualifications.

A man is worth just what he can produce. He may have an idea that he is worth much more than he is getting. The employer knows better than he does whether he is or not. As a rule employers do not care what price they pay, provided the returns are adequate. In the case of salesmen, for instance, an expression often heard is: "I would rather pay a man $5,000 than $3,000"—meaning that the man who can sell enough goods to warrant the large salary is the more desirable.

Only too often a man loses ambition and is discouraged without sufficient reason. He has worked hard, and thinks he ought to be better paid. He gives up trying, and settles down content with doing only enough to hold his job.

There is a limit to what a salesman can do; but that limit may be far away from what he is accomplishing. It may be that he has gone the limit in his particular establishment because of the line, the capital, or standing of the firm. In such a case, break away! There are lots of concerns eager to employ men with brains, initiative, and the ability to produce results.

PERSONAL.

AS State Secretary of the Gideon Christian Commercial Travelers' Association of America Wm. Warrin made seven addresses in the churches of Trenton, N. J., last Sunday preparatory to the beginning of the Association's activity in that city. Up to November 1 it had placed over 210,000 bibles in the hotels of New Jersey.

⚜

Howard Beatty, who is in charge of the New York office of Gillinder & Sons during the absence of Manager Frederick Morse, returned to his duties on Monday after having been confined to his home in Philadelphia for two weeks with a blood-poisoned foot.

⚜

Jos. Bruen, of the Royal Art Glass Co., returned last Friday with a well-filled order book from a trip through the Middle West.

⚜

Owing to his successful management of the china and glassware departments in the A. D. Matthews store, Brooklyn, D. S. Poleiner has been given the silverware department as well.

⚜

D. King Irwin left on Monday for a visit to the factory of the Cambridge (O.) Glass Co.

⚜

Jos. Snyder is back at his desk at Maddock & Miller's after spending two weeks on jury duty.

⚜

Geo. Hamilton, after spending a few days at headquarters here, is showing Edw. B. Dickinson's lines in Boston this week.

⚜

Warne S. Creveling, Eastern salesman for the Guernsey Earthenware Co., says he has sold his farm at a profit of $2,000 and reinvested in New Jersey property.

⚜

Wm. Warnick, traveling representative for Gillinder & Sons, arrived in New York on Tuesday to spend several days here assisting in the introduction of the concern's new line of flower bowls.

⚜

A. B. C. Dohrmann, head of Nathan Dohrmann & Co., San Francisco, accompanied by Chas. Joseph, sales-manager, and Mr. Schamberg, one of the sales-

ıen, arrived in New York this week. M.ˢ K. Lindner, /ho usually is here at this time of the year, will not ome until spring.

Wm. Scammell, of the Maddock Pottery Co., Tren-ɔn, N. J., was in town on Monday calling on A. H. Hays and other friends in the trade.

Edw. Boote, accompanied by a friend, left last aturday for Virginia to enjoy a week of duck shoot-ıg. From there he will go to North Carolina, where e will try his luck at bringing down a few quail.

T. H. Slater, buyer for the Wallace Co., Pittsfield, Iass., arrived in town on Monday to place orders. He looking forward to an unusually big Christmas trade.

Axel C. Hanes is spending this week exhibiting ıe line of C. Dorflinger & Sons at the Parker House ı Boston.

Chas. Anderson, who was for thirty-eight years ith Bawo & Dotter as house salesman, and who has ı extensive accquaintance in the trade, has been en-ıged by Koscherak Bros. in the same capacity.

Wm. McCaghey, buyer for F. T. Thomas & Co., uebec, is in town this week.

B. F. Drakenfeld, Jr., head of B. F. Drakenfeld & ɔ., left on Monday for East Liverpool to confer with Nick Muessig, manager of the branch there.

Frederick Morse, manager of the New York office Gillinder & Sons, was removed last week from the lspital at Mineola, L. I., to the Mutual Hospital, ooklyn, where he can be under the personal super-ıion of his family physician. His improvement has ıt advanced as favorably as could be wished, and it is tɔught that his recovery will be more rapid in the new s:roundings.

Robert L. Hahle, who has been out of the trade for sne time, is back in the position he formerly held with Iw. B. Dickinson.

C. H. Hennings, Southern representative for Wm. Pitcairn, returned to New York this week from a s:cessful tour of his territory.

Preston Plumb, Southern representative for Mad-dk & Miller, is back at headquarters after a two nnths' trip. He reports a decided improvement in the bıiness outlook.

OFFICERS' NOMINATIONS.

THE annual meeting of the Pottery, Glass and Brass Salesmen's Association will be held on Friday, November 26, at noon in the rooms of the Crockery Board of Trade, 126 Fifth avenue, for the purpose of making nominations for president, vice-presidents, secretary and treasurer to serve during the year 1916, and three directors to serve three years from January 1, 1916.

Edw. F. Anderson, who has filled the office of president so acceptably for the past three years, absolutely refuses to allow his name to be used for re-election, much to the regret of many members.

There are many men of ability in the Association who have never held office and who would be valuable in the administration of its affairs. If not possible to attend the meeting personally, each member should make his suggestions by mail and get before the meeting the names of those whom he considers the most capable for each of the various offices mentioned.

STEWART DAY AT WANAMAKER'S.

A THOUSAND employees of John Wanamaker joined in celebrating A. T. Stewart Memorial Day in the auditorium of the store on Tuesday, commemorating also the beginning of the twentieth year of the Wanamaker business in New York City. A number of the more prominent members of the establishment, some active and some now on the pension roll, who had served under A. T. Stewart, were seated upon the stage. Among these were Messrs. Braun, Remer, Wilson, O'Connor, Berger, Mans, Barrett and Wolff.

Mr. Wanamaker, who had not been taken into the plans of the Wanamaker Board of Trade, which arranged the celebration, was pleasantly surprised at the demonstration. When called upon for a speech, he said:

"I doubt whether any business house in the world ever had a meeting like this. And you have done it all yourselves. Please consider that I have taken your hands and congratulated you that we are each of us here to see the evidence that Mr. Stewart's foundation work has been well built upon since he left it in your care."

OBITUARY.

FOLLOWING a brief illness, Abraham L. Turner, for several years with the firm of Rouse & Turner, pottery manufacturers, and later with the Standard Pottery, East Liverpool, died November 11 at his home in Elizabeth, N. J., aged fifty-four. For the last five years he had been employed at Kokomo, Ind., with the Great Western Pottery Co. He was a native of Jersey City.

BOSTON BUSINESS NOTES.

THE good weather continues to keep trade on a sound and progressive basis, and few there are who are not getting about all the orders they desire to handle. Traveling conditions in New England have never been so good for this time of year, owing to the dry weather. Indirectly this has a great effect on the Boston houses, for the wave of prosperity at the counter of the country store moves on to the metropolis every time.

The Eastern Clay Goods Co. has an exhibit of pitchers, jugs and Akron ceramics at Horticultural Hall this week in connection with the third annual exhibition of the Boston Rotary Club.

A. C. Hanes, representing C. Dorflinger, New York, is showing samples at the Parker House this week.

Much to the satisfaction of the trade, the contract for the new Appraisers' Stores has been let for $611,000, The agreement calls for the building to be ready about September 1, 1917. It has been hanging fire on one excuse or another for five or six years.

Word has been received here this week of a serious fight between employees of the International Silver Co. and strikers at Meriden, Conn. Two motor trucks filled with new employees from New York arrived Monday afternoon. Then the trouble began. Revolvers, stones and other articles were freely used.

One of the most important matters with which the trade is concerned will become known within a few days to all members of the Chamber of Commerce when copies of its reports are issued. This is the action which the Retail Trade Board is taking for the benefit of the stores. It is pointed out that a growing feeling has existed that while the larger stores had individually taken steps to stop thieves, shoplifters and pickpockets, what was really needed was co-operation with a central bureau to place detectives. W. J. Burns advised more severe prosecutions and more publicity. As a relief for the situation a tentative plan has been drawn to form a new corporation which will place detectives in each member's store, assume all responsibility for damage in cases of false arrest, and prosecute cases. A committee from representative stores has been selected to draw up detailed plans. This committee is well along with its work, and as soon as all is ready the plan will be put in operation. Returning credit merchandise also has been a nuisance, and this problem bids fair to be solved also. It has been decided to conduct a campaign of education, and women's clubs will be asked to co-operate. Mrs. Mary S. Woolman, formerly a professor at Columbia University and now head of the home economics department at Simmons College, has been engaged to conduct the publicity campaign. The Retail Trade Board has laid out this programme for 1916: (1) careful watch on State legislation affecting retail trade; (2) creation of a company for apprehension of beats and crooks; (3) Mrs. Woolman's campaign; (4) development of a "Trade in Boston" plan; (5) an agreement limiting the time for keeping out credit purchases before returning them; (6) co-operation against discounts to many who are not entitled to them; (7) agreement among traders for uniform closing hours throughout the year—a matter over which there has been serious division and much feeling for three years.

M. A. Lovell, manager of the United States Glass Co.'s New England salesrooms, has returned from a trip to the trade in Connecticut.

Gilchrist Co.'s buyers and assistant buyers, at their last meeting, were addressed by Mayor Curley, who commended them and the store on the fact that it has observed business principles which have enabled the firm to exist for more than half a century. He declared that during the past ten years there has been a growing realization that capital and labor can get along best together when each is friendly and co-operates with the other. He praised the spirit of co-operation which causes the store clerk to have as much interest as the proprietor in making a sale, and urged the need for education and unfailing courtesy in order to gain the fullest success.

George K. Marshall returned the last of the week from Connecticut, where he went with the Fostoria lines.

D. J. Mahoney, in charge of the Pittsburgh Lamp, Brass and Glass Co.'s sample rooms, returned this week from a Rhode Island trip.

D. T. Phillips, who has been visiting his son, Paul Phillips, for a few days, has returned to his home in Fultonham, O.

Charles Kaiser visited the Morimura Bros. sample rooms and returned to New York on Tuesday.

W. E. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., spent a day or two with George A. Granville, the local representative, this week.

Arthur Bowen, from George C. Peck & Co., Pawtucket, R. I., called on his friends this week. He reported business brisk in his city.

Mitchell, Woodbury Co., Jordan Marsh Co., R. H. White Co., Shepard, Norwell Co., Houghton & Dutton Co., R. H. Stearns & Co. and the Gilchrist Co. this week held successful sales of china, glass and kitchen goods for Thanksgiving.

G. Roy Boyd, treasurer of the Cambridge Glass Co., has been in town conferring with the H. P. & H. F. Hunt Co., local representatives. J. J. Hanning is back from a successful trip to western Massachusetts.

KOSCHERAK BROS.

29-31 Park Place
NEW YORK

IMPORTERS AND MANUFACTURERS

beg to announce that prior to moving, on February 1, 1916, into their New Quarters at 129-131 Fifth Avenue and 4 East 20th Street, they will

Offer For Sale Their Surplus Stock at Greatly Reduced Prices

This is a rare opportunity for the retailer to replenish his stock for the approaching holiday season with salable goods at unusual figures.

NOW AT
29=31 Park Place

ON FEB. 1, 1916, AT
129=131 Fifth Ave. and 4 East 20th St.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

AT CHICAGO.

CONDITIONS in the china and glassware trade continue satisfactory. In spite of the fact that the wholesale buying season for the holidays is practically over, a fair volume of late business is still being placed. The departmant store buyers who have been rather slow this fall, are now placing a number of rush orders, to the distraction of the factory representatives, who are not at all certain that their rushed factories will be able to get the goods to them in time.

* *

The price situation in regard to imported china continues to prove one of the interesting topics of discussion among china men. Department store managers say that the demand for standard makes is as brisk as ever, and while the usual amount is not being sold on account of the shortage on certain items, the advanced prices have in no way curtailed the sale thus far.

* *

George Spinney, representing the Cambridge (O.) Glass Co., has received advance samples of new patterns.

* *

B. H. Palmer, traveling representative of the United States Glass Co., arrived in the city early this week from a successful tour through his territory. He expects to make at least one more short trip before the holidays.

* *

Heavy holiday business is reported by C. G. Entzminger, advertising manager for Takito, Ogawa & Co. The demand from department stores has been sharp during the past few weeks, a number having installed Japanese goods recently. The company is in

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place	C 3	Fostoria Glass Co., 66 W. B'way	B 4	Redon, M., 25 W. B'way	C
Benedikt, H., 71-73 Murray St	B 4	Friedlaender, Oscar O., 40 Murray St	C 4	Roessler & Hasslacher, 100 William St.	E
Bergen, J. D., & Co., 50 Park Place	C 3	Goetz, O., 43 Murray St	C 4	Slimmon, Robt., & Co., 96 Chnrch St.	D
Brush-McCoy Pottery Co., 25 Park Place	D 4	Honesdale Decorating Co., 36 Murray St.	C 4	Straus, L., & Sons, 42-46 Warren St.	C
Bernardaud, L., & Co., 46 Murray St	C 4	Koscherak Bros., 29-31 Park Place	C 4	Takito, Ogawa & Co., 25 Park Place	D
Cambridge Glass Co., 92 W. B'way	B 4	Kupper, Herman C., 52 Murray St	C 4	Tarentum Glass Co. 25 W. B'way	C
Cox & Lafferty, 25 Park Place	D 4	Maddock & Miller, 54 Murray St	C 4	Tharaud, Justin, 25 W. B'way	
Davison, John, 14 Barclay Street	D 3	Miller, Edward, & Co., 68-70 Park Place	C 3	United States Glass Co., 71-73 Murray St.	B
Dorflinger, C., & Sons, 36 Murray St	C 4	Noe, Wm. R., & Sons, 53 Murray St	C 4	Vogt & Dose, 65 Barclay St	C
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	B
Drakenfeld, B. F. & Co., 50 Murray St.	C 4				

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co, 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co, 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.! 45 East 20th St.....D-7

receipt of some chinaware from Japan which shows a remarkable quality of body and is a striking illustration of the improvement along this line being made by the Japanese potters.

* *

D. C. Jenkins, Kokomo, Ind., last week made his second flying trip into the city within ten days. He stayed only a short time, however, hastening back to the factory, which is rushed with holiday business.

* *

Walter G. Minnemeyer has the sympathy of the trade in the death of his mother, which occurred at Mercy Hospital last week, following an operation.

* *

Thomas Smallwood, who was here showing the new samples of Limoges chinaware for Haviland & Abbot, New York, for several days last week, has left for Memphis. After a brief stay there he will turn his steps homeward.

* *

Edward Hinrichs, who represents the Onondaga Pottery Co. in this city, expects to make a trip to the factory in the near future. He says that the demand from the hotel trade throughout the Middle West is showing a marked improvement as the holiday season draws near.

* *

Henry Fox, who represents the Mohawk Clay Products Co., Perrysville, O., reports that the goods are enjoying a record sale in the leading department stores of the city.

* *

Ira A. Jones & Co. report a banner holiday business with the line of the Pope-Gosser China Co.

* *

J. H. Ling, manager of the china and glassware department of Mandel Brothers, says that the holiday business is assuming a volume beyond his fondest expectations. In both the china and cut glass departments trade during the past week has been of the record-breaking variety.

* *

Chinaware concerns are having trouble in securing the right sort of packers. Advertisements in the newspapers bring plenty of applicants, as always, but few of them are men who have had experience along this line, and the china shippers do not like to risk green help in the holiday rush.

* *

Franklin N. Wood, trustee for the Koch Cut Glass Co., has declared a first dividend of five per cent. The total reeeipts have been $4,624.76. Out of this amount $1,565.29 was the expense of administering the estate, leaving a balance of $3,059.47 for distribution among the creditors. The total liabilities were $42,650.59.

* *

M. S. Wallace, of the United States Glass Co., who makes his headquarters at Boston, arrived in the city early this week on his way to the Pacific Coast, where he expects to spend a brief vacation. Mr. Wallace was accompanied by his family, and plans to continue westward after a brief stop for the purpose of shaking hands with old friends and acquaintances.

*

Of first importance to the trade is the announce-

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co
The ALCAZAR	Wm. Adams & Co
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China
The MUNICH,	"
The GRENADA,	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	"
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	"
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain, Crossed Swords brand	
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

ment made here last week by a member of the Chamber of Commerce of the United States that at its meeting in the New Willard Hotel, Washington, D. C., Feb, 8, the organization will make a recommendation to Congress regarding the formation of a tariff commision. The trade in general, regardless of political affiliation, desires to see the tariff taken out of politics and placed in the hands of a commission such as has been proposed.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

CONNECTIONS WANTED—Cut glass salesman open for new connections. Five years with present cut glass firm. For New York and New Jersey territory. On salary or salary and commission. Am well acquainted with department store and jewelry trade; also export trade. Will only consider popular-priced line. Satisfactory references. Address Box A 967, this office.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in cut glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

LINES WANTED.—A commission man, with showrooms in Chicago, wants blown glassware line; also low-priced pressed line. Personally acquainted with department store and scheme trade. Reference, etc. Address Box A 968, this office.

A COMMISSION man with good showrooms and record is open for a lighting glassware account. Is well posted in the line and can produce results. Personally acquainted with the trade. Address Box A 962, this office.

Require Sole Rights.

OLD-ESTABLISHED and large English importing firm require sole concessionary rights for all sorts of glassware, pressed glass, blown glass, plate glass, medicine bottles, etc. Address Box A 966, this office.

FOR RENT.

A VERY desirable space 18 feet by 14 feet on West Twenty-third street, in the heart of the new crockery and glass district. Immediate possession. Moderate rent. Address Box A 964, this office.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092. **Chicago Office, 325-31 W. Madison St.**

Catalogue Upon Application.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender, Inc.

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to fina your name ana address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades, Novelty China Lamps, etc.,

45 EAST 20th STREET, near 4th Ave.
Tel. Gramercy 5315.

GUERNSEYWARE.

EARTHEN—brown, white-lined.
PORCELAIN—ivory white, brown betty and olive green.
Cooking and Serving Dishes.

16 West Twenty-third Street.

Haviland & Co

11 East 36th St.

THE TAJIMI CO.,

Japanese Goods

597 BROADWAY.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building, New York.
Site of the Fifth Avenue Hotel.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

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Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

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Illuminating glassware, electric portables, oil lamps, etc.

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MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

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Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

CHAS. J. DELA CROIX.

H. Northwood Co.
Glassware—Colored and Decorated. Illuminating.

Mercer Glass Co.
Lead Blown Light Cut Glassware.

Tel. Madison Square 9723. 19 MADISON AVENUE.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware, plain, cut, enameled and etched.

Indiana Glass Co.,
Pressed Table Glassware and Lamps.

Wellington Glass Co.
Illuminating glassware.

Lancaster Glass Co.,
Pressed Crystal and Decorated Glassware and Vases.

Jos. Phillips & Co.,
Hand Engraved and Cut Glass.

The Sterling Glass Co.,
Rich Cut and Engraved Glassware.

Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,
W. H. Stockdale, Manager,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

Representing Porzellanfabrik Tirschenreuth,

105-107 FIFTH AVENUE.

The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

43 WEST TWENTY-THIRD STREET.

ESTABLISHED 1873.

Brass and Rubber Covered

EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.

ABELS & CO.

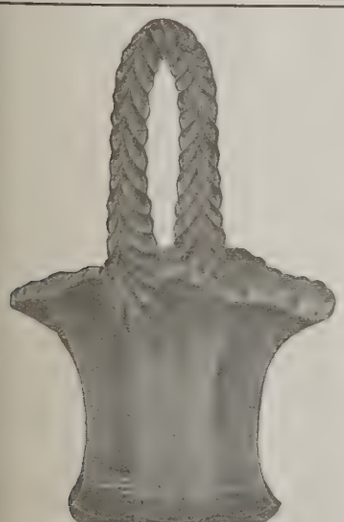
Manufacturers,

460 West Broadway, New York.

JUST so sure, Mr. Merchant, as you are reading this paragraph, hundreds of others would read your advertisement if it occupied this or any other space in our pages. The cost is trifling compared to the results attained. Write us about it.

ROBERT RAWSTHORNE ENGRAVING COMPANY,

Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell-Court-3682 Pa A Main1196 PITTSBURGH, PA.



No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

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WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco.

ESTABLISHED 1869.

B. F. DRAKENFELD & CO.

Incorporated

Pottery and Glass Colors.

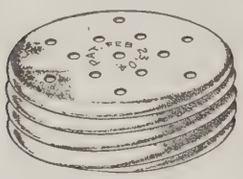
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

50 MURRAY STREET, NEW YORK

East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.

We now carry about forty stock sizes. Write us for samples and prices.

A GOOD COST AND EFFICIENCY SYSTEM may seem to cost more than the other kind; but in reality it does not, because a man in business pays for anything he should have to increase efficiency, whether he has it or not.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.

Huntington Bank Building, Columbus, O.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

New York Office: 96 Park Place.

Factory: Brooklyn, N. Y.

The St. Louis Crystal Glass Co.

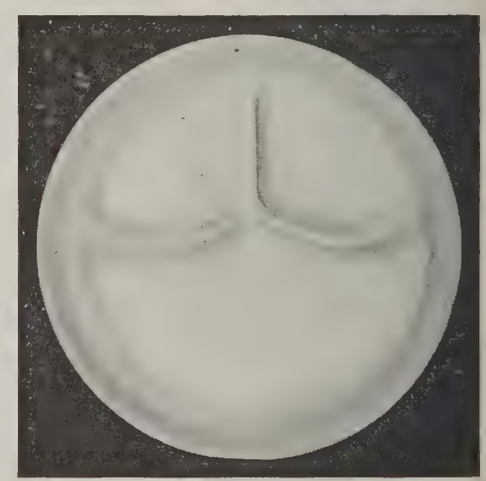
FOUNDED 1767.

Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 35 West 23d St., New York.

MAYER CHINA



Vitrified Three Part Grill Plate

Has distinctive features that meet all the requirements of the hotel and restaurant trade

Write for full details

THE MAYER CHINA COMPANY

BEAVER FALLS, PENNA.



Fac-simile of Label.

MADE IN AMERICA

The ROESSLER & HASSLACHER CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:

PERTH AMBOY, N. J.

WAREHOUSE:

East Liverpool, Ohio.

HARRY W. SMITH, Manager.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will send you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades; also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.

Cuspidores and Match Safes.

Casseroles, Pie and Baking Dishes.

Fire-Place Fixtures—Andirons, Fire Sets. Fenders, Coal Hods, Umbrella Stands, etc.

"Perfection" Student Lamps.

Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories, 27th and 28th Sts. and 1st ave.

Western Sales Office, 180 N. Dearborn St., Chicago.

STEADILY SUCCESSFUL.

Or "GLENDORA" Dinner Shape.

Made in a *Semi-Vitreous China Body.* Was a decided success last season, and we continue it this year.



New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

A. GREDELUE.



Glassware.

Toilet Ware.

Light and Deep Rock Crystal.

Fancy Goods.

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

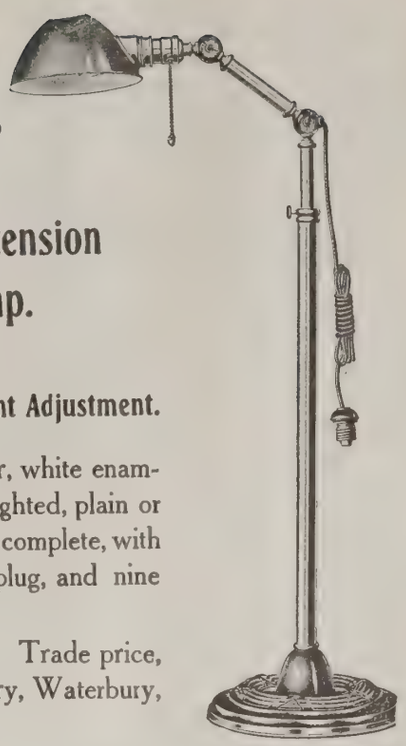
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

THE

"PLUMWOOD"

Adjustable Extension Floor Lamp.



Brushed Brass Finish.
Ball Joint Adjustment.

Parabolic Brass Reflector, white enameled inside. Heavy, weighted, plain or embossed base. Wired complete, with pull socket, attachment plug, and nine feet silk cord.

Packed one in a box. Trade price, $7.50 each, f.o.b. factory, Waterbury, Conn.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

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30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

NOW IS THE TIME TO PURCHASE Y
HOLIDAY LINE OF PORTABLES.



No. 1227½

Make your display early. See display at our showrooms. A
will bring our salesman.

The Pittsburgh Lamp, Brass and Glass

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
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PITTSBRASCO

St. Louis, 614 Laclede
Light Bldg.
Baltimore, 122 W. Balt
Chicago, 110 S. Waba
San Francisco, 618 M

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Cana
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Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. FIREPLACE FURNITURE.

New York Salesrooms:

FIFTH AVENUE BUILDING,

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Factories, - - Meriden, Conn.

Edward Miller & Co

GOODS ARE RIGHT,
PRICES ARE RIGHT,
LOCATION IS RIGH

It costs but five cents and a *few* minutes' tire come to our store from *any* part of New City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burn
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway. **New Yor**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randolph
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

Vol. 82. No. 22

Nov. 25, 1915

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NOV 27 1915

ADVERTISERS who have engaged space in our forthcoming Holiday Number will further their own interests as well as ours by sending in copy at once.

Those who have not yet taken space should notify us immediately if they intend to do so.

Advertisements are printed in the order received, and forms are now going to press.

Beautiful Electric Portables



VENUS. 19 in. high.

Have you seen these handsome lamps? The shades are frosted, giving a soft light, which adds a pleasing effect to any room.

AN APPROPRIATE GIFT for the home or office—an ideal centerpiece for the table.



MARS. 15 in. high.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company

POTTERS.

THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER. TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



Vitrified Three Part Grill Plate

Has distinctive features that meet all the requirements of the hotel and restaurant trade.

Write for full details

THE MAYER CHINA COMPANY
BEAVER FALLS, PENNA.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



BASKETS

FOR XMAS GIFTS

51 Pieces - - Only $20

The two illustrations here shown will give you some idea of one of the finest basket assortments that we have ever put out. Each assortment includes Fern Dishes, Fruit Baskets, Work Baskets, Sandwich and Serving Trays, Flower Baskets and Scrap Baskets. Every piece is a good selling size, and if your trade shows a preference for color you can have your assortment in either smoked bamboo (brown) or very rich dark antique oak.

No. 628 | 51 Assortment, $20.

Order this number if you want the brown smoked bamboo. The assortment contains baskets as illustrated.

No. 628 | 510 Assortment, $20.

Order by this number if you want the rich dark antique oak finish. The assortment is exactly like the one above except in finish.

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS

CLEVELAND, OHIO

China Glass Electric Goods House Wares



GUERIN & CO.,

Trade Mark W.G. &Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.

Shipments Arriving Regularly.

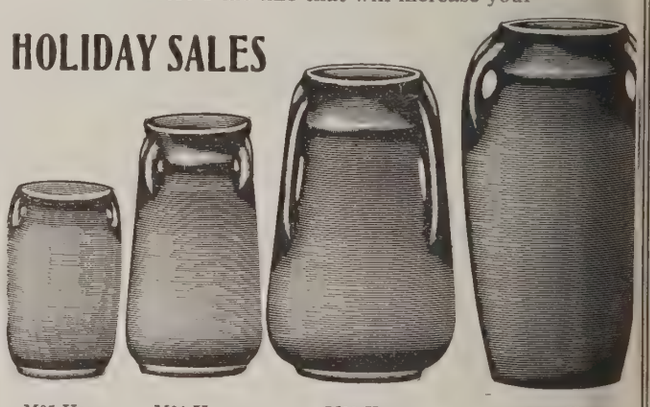
43 to 47 West Twenty-third St.,

NEW YORK CITY.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

THIS new line of Matt Green has fine texture, good color ar has appearance of a high-priced article, but can be retail at a price within the reach of the masses. Made in *Jardiniere 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands,* et Send for handsome colored illustrations—just out. Bett yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

FRANCE DEPOSE C. AHRENFELDT LIMOGES

Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

This is the time to look over your stock and send in your orders so you will not miss any sales in the above patterns during the coming two busy months. *Prompt and careful service. Moderate prices.* Beautiful colored folders upon request to help you advertise.

Schierholz

Herman C. Kupper,

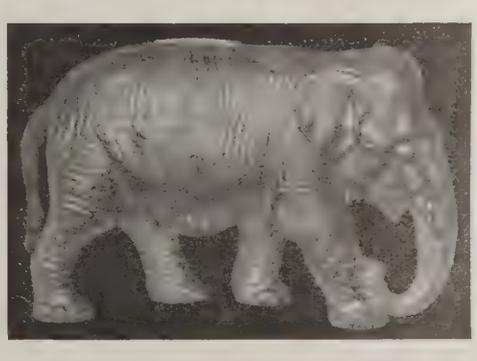
Importer.

52 Murray Street, New York.

Schierholz

STILL THEY COME!





JUMBO SAVINGS BANK.
Design patent applied for.



First "Toby," then the Owl, now the Jumbo savings bank. Like the two first-named, the surface is dulled by etching, while the eyes are imitation brilliants. A slot in the back receives the coin.

PROMPT SHIPMENTS.

New York Salesroom:
HORACE C. GRAY CO.,
Fifth Avenue Bldg., 23d St. and B'way,
Suite 202-3-4-6.
Telephone 6311 Gramercy.

LANCASTER GLASS CO.,

LANCASTER, OHIO.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

VITRIFIED HOTEL CHINA

FOR

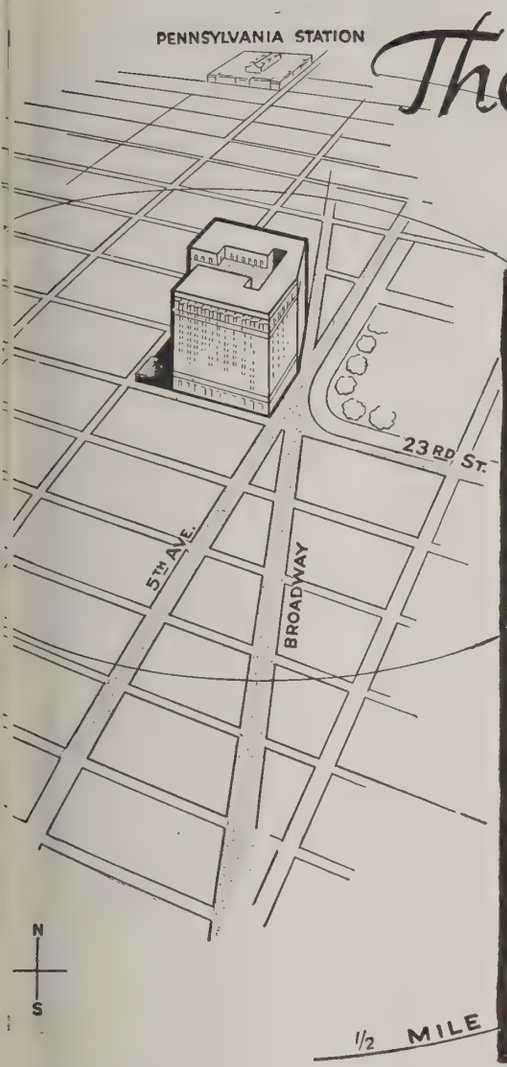
HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.



The FIFTH AVENUE BUILDING

FINANCIAL prestige comes from being a tenant of the Fifth Avenue Building, New York. The roster of occupants contains scores of firms whose business integrity is as well-known to the trade as their goods are trusted by the public. It's a list that any company would be proud to belong to.

The Fifth Avenue Building is on a famous site—that of the old Fifth Avenue Hotel—and has a nationally advertised address—Broadway and Fifth Avenue. In it are housed many leaders in the pottery, glass and allied lines and so many other well-known companies in various branches of trade that it is a permanent business exposition in the limelight of buyers.

Flanked with subway, elevated and surface lines, the Building is only a few minutes away from the retail shopping centre, the steamship and railroad terminals and the theatre and hotel districts.

Executives who need the outlet of a New York office, or find something lacking in their present quarters, should write for reasons why the Fifth Avenue Building gains a distinctive list of tenants by its strategic location and splendid service.

FIFTH AVENUE BUILDING COMPANY, New York City

KOSCHERAK BROS. 29-31 Park Place NEW YORK

IMPORTERS AND MANUFACTURERS

beg to announce that prior to moving, on February 1, 1916, into their New Quarters at 129-131 Fifth Avenue and 4 East 20th Street, they will

Offer For Sale Their Surplus Stock at Greatly Reduced Prices

This is a rare opportunity for the retailer to replenish his stock for the approaching holiday season with salable goods at unusual figures.

NOW AT
29-31 Park Place

ON FEB. 1, 1916, AT
129-131 Fifth Ave. and 4 East 20th St.

ESTABLISHED 1818.

A little ingenuity will enable you to increase your sale of Cut or Engraved Glass if you handle

LIBBEY

"THE WORLD'S BEST."

Display the latest designs artistically—in your window or in your show-case.

Call the attention of your customers to the rare beauty of the original patterns.

Then subtly remind them that the Libbey trade-mark is accepted—everywhere—as a guaranteed of perfect craftsmanship.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 25, 1915.

THE CONDITION OF BUSINESS.

New York

The volume of trade is limited only by ability to deliver the goods. The demand for ware is better now than it has been r at least three years. Arrivals from Europe within ie last few weeks have been in good volume and re- eve the situation to a considerable extent, although any importers are still complaining that they do not et enough—not only German goods, but French and nglish. Japanese ware is coming in in sufficient iantities.

American potteries are getting plenty of business id are now beginning to find it difficult to ship as fast their customers desire. Most of them had large ocks of white goods on hand before the rush began, it were short on decorated wares, and they are now inning their decorating shops to capacity, or as nearly as the supply of labor will warrant, for there is said be a shortage of help in this department.

There is yet an ample supply of ordinary pressed ass, but a pinch is beginning to be felt in popular ncy lines; and of course there is a decided shortage in ad blown ware.

Cut glass is suffering for want of blanks, and ods that were considered unsalable a year ago are w being taken at advanced prices.

Lamps are in such demand that buyers are grum- ing because they cannot get goods fast enough. hose who bought early are lucky. A sharp advance copper and spelter has sent the price of brass up again, and manufacturers will undoubtedly be obliged to advance prices.

Export trade is growing larger daily, particularly in glass lines. England and South America are taking very large quantities, and the field is gradually expanding. Another year of war and the glass men will have a profitable and comparatively new field.

The crockery trade is finding a considerable market in Canada, and it begins to look as if South America will be opened to it before long. The West Indies are taking more than for many years.

Lamp manufacturers also are finding an increasing demand for export to South America.

Retail trade in and around New York is improving, and the demand for fine goods is very gratifying. Good as it is, there is still room for improvement, for it has hardly reached the normal proportions of a good year; but it is so much better that there is little complaint. Outside of the metropolitan district business is nearly normal, and good reports are coming in from nearly every section of the country, particularly the Middle West, where trade has almost a boom.

The holiday this week brought in many travelers who came to spend Thanksgiving Day with their families. Almost without exception they report good business.

Prospects are growing brighter every day. All in-

dications point to a tremendously heavy business next year, provided enough goods can be had to supply the demand.

East Liverpool and Vicinity

Marked activity continues in all potteries in the eastern part of Ohio. In fact, some manufacturers are being offered more business than they can conveniently take care of when shipments for this season are requested. Dinnerware is in good request, and the demand for specialties has also been very active. A shortage of freight cars is delaying shipments of raw clays into this district. Decorating materials are also late in arriving, and this is causing more or less inconvenience in getting the new lines ready.

Pittsburgh and Vicinity

All glass factories in this territory are active. Bar lines, however, are somewhat draggy, and blown ware is not showing the life that is generally experienced at this season of the year. Cut glass is having a very good movement, some manufacturers having about all they can handle for this season. Tableware continues in the dumps. Special lines are active.

DUTCH GLASS MAKERS IN TROUBLE.

THE glass industry at Leerdam, Netherlands, in which 1,400 workmen are employed, is threatened with stoppage as a result of the total prohibition of export of soda from Great Britain. The stock on hand is sufficient for only six weeks. Serious efforts are being made to buy the soda in America, but this entails great expense. A meeting of soda consumers in that country was held at Amsterdam and a committee was formed to devise means for meeting the difficulty.

THE QUESTION OF NEUTRALITY.

THE importers of German goods are undoubtedly in a hard position. They have bought and paid for goods, but cannot get them. The situation has reached an acute stage, and they are indignant at the way they are treated. To add to their troubles, the counselor to the American Importers' Association seems to have put them in an entirely wrong light, as the following letter from one of them will show:

NEW YORK, November 18, 1915.

MR. THADDEUS S. SHARRETS,
Counselor to the American Importers' Association,
165 Broadway, New York City.

Dear Sir: I read in to-day's issue of the "Pottery, Glass and Brass Salesman" your statement referring to the difficulties which the importers of German goods experience, and in which you say:

"I think I can safely say that the importers are willing and anxious to advocate any measures that will shorten the war and that they feel that supplying the Allies with an unlimited amount of arms will prolon the war. For that reason Congress will be asked t stop the shipments altogether or to impose a heavy i ternal revenue tax."

I do not know on what authority you made th statement, but I venture to say that the question shortening this war and how to do it is completely ou side of the sphere and aim of the American Importer Association. Your efforts should be confined to obtai ing the release of German goods for which we importe have contracted, and you may advocate to the Amer can Government ways and means to obtain such releas but you have no right to make such a statement as th above, which tends to place every importer belongin to this Association on record as being unneutral.

I am sending a copy of this letter to the preside of our Association, asking him to let me know what a tion he proposes to take with reference to your stat ment.

Yours respectfully.

HERMAN C. KUPPER.

RECENT CUSTOMS DECISIONS.

BAMBOO baskets, vases and other articles were he by the Board of General Appraisers to be subje to a duty of 15 per cent ad valorem as manufactures wood. The Collector was reversed in returning th goods at 25 per cent as baskets. The importers i cluded Ignaz Strauss & Co., A. A. Vantine & Co. a the China-American Importing Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Nov. 6, '15	Correspond-ing period 1914	Exports Jan. 1st to Nov. 6, '15	Corresp ing peod 191
Boston . .	105	13	3912	520
New York .	234	137	8401	891
Baltimore ...	38	127	6087	720
Philadelphia...	....	24	2035	221
New Orleans	20	5	729	100
Newport News.	....	....	72	8
San Francisco	....	249	1433	143
Portland, Me..	....	....	1091	100
Galveston. ...	....	....	10	63
Portland, Ore..	12	5	153	
Inland Points..	1	....	438	50
Total..	410	560	24361	2820

From the Freight and Shipping Circular of Smith, Christm & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 6, '15	Correspond-ing period 1914	Exports Jan. 1 to Nov. 6, '15	Corres nd ing peod 191
New York ...	234	137	8401	973
Boston	105	13	3922	527
Philadelphia .	....	24	2032	229
Baltimore	38	127	6087	720
San Francisco	....	249	1403	147
New Orleans	20	5	729	107
Portland, Me.	....	....	1091	100
Galveston .	....	....	10	63
Newport News.	....	....	72	10
Portland, Ore	12	5	153	
Inland Points	2	....	500	33
Total	411	560	24400	2914

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Recently the Hall China Co. had occasion to make some excavations about the plant, as part of an improvement programme. At a depth of about ten feet a workman found four dozen clay pipes and a number of marbles and door knobs. N. A. Frederick, one of the oldest potters in this territory, says that they were made in Woodward, Blakeley & Co.'s pottery, which stood on the present site of the Hall plant. This was in 1856. R. T. Hall, general manager of the Hall China Co., will send a collection of them to the East Liverpool Historical Society.

* *

It is reported among the salesmen now in the district that Fred Kline, Southern salesman for the Knowles, Taylor & Knowles Co., will soon forsake the bachelor state. The best wishes of a host of friends are extended to Mr. Kline.

* *

The marked shortage in freight cars is causing no little inconvenience in the receipt of raw clays from the Kentucky district. It is said that at least ten carloads are now being held up on this account.

* *

C. L. Gray, general manager for the Colonial Co., has returned from a business trip to New York.

* *

W. L. Terrell, of Oklahoma City, Okla., who represents the T. A. McNicol Pottery Co. in the Southwest, was in this district for several days last week.

* *

"We are experiencing the busiest season in years," said the local manager of a well-known decorating supply concern. "Earlier in the year we urged manufacturers to anticipate requirements, but could not get their orders. Now we have trouble in making deliveries. Our plants are working full time, and no one can tell when we will be caught up. Import decals are slow in arriving, and then only in small lots. Deliveries specified for December will not likely arrive until January."

* *

Most of the pottery manufacturers expect buyers to visit the market much earlier this season than heretofore. Stocks are short, and early deliveries will be wanted. While a host is looked for in January, many are expected in December.

* *

The flint mill of Golding & Sons, which was destroyed by fire recently, will be rebuilt as soon as insurance has been adjusted.

* *

William C. Lynch, who has been making a late fall trip in the interest of the Taylor, Smith & Taylor Pottery Co., returned home this week.

* *

The Potters' Co-Operative Co. is showing a complete new line of weld-edge hotel china in a semi-vitreous body. It can be had either plain or decorated, there being about a dozen treatments listed. George Davis is now making a trip over the Pacific Coast territory.

*

Cancellations of orders are not infrequent here. Some of the business suffering this fate was given for September delivery. This shows how far back manufacturers are with shipments. It has been one continual rush since October 1 at many plants.

The D. E. McNicol Pottery Co. has brought out a plaque having a likeness of the President's yacht, "The Mayflower." Inasmuch as President Wilson is said to be planning a honeymoon trip on "The Mayflower," the specialty should move rapidly.

* *

J. C. Jonas, who has been making the Western territory for the Crooksville China Co., has closed for the season, and is now spending a brief vacation at his home in Terre Haute, Ind., before starting out with the 1916 line.

* *

As an illustration of how deliveries of "decals" are being made, the following will be of interest: One plant had an order for several hundred gross of salads in a particular decoration. Some sheets were available, and an order for an extra edition was placed. The latter did not arrive on time, and another sample decoration was submitted to and accepted by the buyer. In time this supply was exhausted, and still another sample was submitted and accepted. Just as the order was being

finished delivery was made of the original "decal" pattern.

* *

"While not the largest, we believe we have succeeded in creating the handsomest sample room of any pottery in the country," says President C. F. Gosser, of the Pope-Gosser China Co., Coshocton, O. During the past few months the concern has added 5,000 square feet to its factory and sample room space.

* *

"I am of the opinion that a traffic bureau fathered by the pottery manufacturers would more than pay for itself," said a sales manager this week. "All freight bills should be audited before being paid, and it would take all the time of one man to do this work right. The heads of the plants are not schooled in rates, and many bills are allowed to go through which if first audited by an expert would save the manufacturers money. Personally, I am heartily in favor of such a bureau being established."

* *

Fish and game sets have been in very liberal request this season by premium users.

A marked shortage of pottery decorators exists, not only here, but among the "outside" potteries, whose managers have been here advertising for help. Locally many more decorators could be employed if they were available. The lack of this kind of help is more marked than in any other department.

* *

The corner-stone was laid last week at Niles, O., for the McKinley Birthplace Memorial Building. At the last annual meeting of the United States Potters' Association liberal donations per kiln per plant were authorized.

AMERICAN FIRE CLAY THE BEST.

AMERICAN glass manufacturers who have felt the necessity of depending upon foreign clays will be able hereafter to assert their independence of foreign material, as a result of experiments that have been conducted by the United States Bureau of Standards. The Pittsburgh laboratory of that bureau, working in co-operation with the clay-pot industry, has learned that glass refractories (pots in which the glass is melted) can be prepared from American clays with resulting better quality than that of the article manufactured with the addition of German plastic clays. The mixture prepared from American clays proved superior in the glass-corrosion tests, both to the mixtures prepared with German clays alone and to those prepared from American and German clays combined.

The opinion of those in charge of the experiments is that from now on no foreign clays will be needed in this branch of manufacture. The work inaugurated by these experiments is now ready to be tried out on a large scale.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of September, 1915, compared with the same month in the preceding year, were as follows:

	1914	1915
Great Britain	$187,063	$140,871
Austria	10,380	4,720
France	39,578	85,227
Germany	127,107	78,254
Japan	179,832	184,278
Other Countries	37 339	33,411
Total	581,299	526,761

FOR NINE MONTHS ENDING SEPTEMBER.

	1913	1914	1915
Great Britain	$1,802,447	$1,790,809	$1,658,556
Austria	519,222	353,333	145,150
France	1,414,045	954,095	699,128
Germany	2,901,594	2,645,833	1,266,341
Japan	1,081,530	1,024,981	931,771
Other Countries	251,966	244,794	312,570
Total	7,970,804	7,013,745	5,013,745

TOYS.

	1914	1915
Germany	$304,143	$217,809
Other Countries	175,371	95,108
Total	479,514	312,917

FOR NINE MONTHS ENDING SEPTEMBER.

	1913	1914	1915
Germany	$5,918,640	$4,206,056	$2,139,824
OtherCountries	879,377	1,018,749	576,657
Total	6,798,017	5,224,805	2,716,481

GLASSWARE.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1914	1915	1913	1914	1915
$70,822	$25,285	$1,531,140	$1,719,711	$835,938

CHINA CLAY.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1914	1915	1913	1914	1915
$169,192	$134,568	$1,243,030	$1,396,480	$868,873

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1914	1915	1913	1914	1915
$19,688	$7,434	$560,205	$574,243	$299,684

THE METROPOLITAN MARKET

The United States Glass Co.'s line known as "Rims of Gold" has proved one of the most successful the company has turned out in some time. The simplicity and refinement of the band and line decoration, done in twenty-four karat coin gold, together with the daintiness of the shapes, leave nothing to be desired. It is made in many items for table use.

Another distinct success registered by the Imperial Glass Co., Bellaire, O., is for its latest Colonial pattern, shown here by Cox & Lafferty. It is a decided departure from what is ordinarily seen in this style of ware. Its daintiness makes it a favorite with the large majority of consumers who want a tasteful yet inexpensive table service.

The new samples comprising a recent shipment from the factories of Wm. Guerin & Co. and J. Pouyat & Co. are deserving of all the attention they are receiving, as they show some exceedingly clever ideas in decorative arrangement and unusual colorings. Ranging from the conventional borders to elaborate treatments, there is something to suit every taste.

Gillinder & Sons' new flower bowls are rapid movers wherever shown. The shapes are good, and are to be had plain and with a tasteful variety of light floral cuttings in dull finish and combinations of dull and polished. The concern is also showing an original idea in a flower-holder which is one of the best items of the kind on the market.

The large stocks of both staple lines and specialties carried by Koscherak Bros. is a great convenience to the buyer in need of merchandise immediately for his holiday trade. Not only is there an unusually fine collection to choose from, but the concern is now offering attractive inducements in the way of special price concessions prior to removal to its new uptown quarters on February 1.

By reason of its attractive patterns, soft glaze and finish the vitrified hotel china of the Buffalo Pottery gives great satisfaction. There are both underglaze and overglaze decorations in a variety of treatments to be seen at the salesroom of A. H. Ledden.

John Nixon, manager of the New York office of the Fostoria Glass Co., finds a growing demand for the concern's attractive lines of decorated goods, and is keeping the company's decorating department busy filling his orders.

Several new patterns in English dinnerware that have just been placed on display by Geo. F. Bassett & Co. bring out the beauty of a new shape known as the "Royal." It is gracefully proportioned, with embossed, gold-embellished handles, and well suited to the various decorative treatments in which it is shown. The latter introduce some striking color combinations in artistic border designs that have won the admiration of all who have seen them. One of the treatments, known as the "Cresswell," is particularly good.

Ferdinand Bing & Co.'s Successors have a long and particularly good line of metal door porters and knockers in many patterns and designs, all hand-painted. It is the vogue to use these ornamental and useful articles, and dealers may have their wants supplied immediately by writing or telegraphing to the firm.

Chas. J. Dela Croix, representative of the H. Northwood Co., has just received from the factory a line of tableware which should make a ready seller on account of its novel decorative treatment and very moderate price. The shapes are Colonial in style, on which is applied an attractive embossed bluebird design. Stemware, tumblers, bowls, covered comports, mugs and a full list of articles for table use are shown.

A handsome new catalogue has just been issued by Silver & Co., Brooklyn, manufacturers of housefurnishing specialties. It contains 128 pages, with illustrations and descriptions of hundreds of items for household use.

AT CHICAGO.

GENERAL conditions in the china and glassware trade of the city continue to show improvement. While the rush is over for the holiday trade, late orders are still keeping factory representatives busy.

* *

Burley & Tyrrell Co. had a fine window display of Minton china last week, and sales of this ware have been very brisk in consequence.

* *

Thomas Schollenberger reports satisfactory progress with the new patented jar of David Bloom, San Francisco, which he recently made arrangements to represent.

* *

Loren Miller & Co. threw open the doors of their new store at the corner of Lawrence avenue and Broadway, to the public last Monday. E. B. Tibbits, manager of the china and glassware department, said that the first day's business indicated a strong support from the north side shoppers.

* *

F. G. Doll, of the Cut Glass Products Co., had his pocket picked of $35.41 while on his way home from business last week.

* *

Takito, Ogawa & Co. have been very busy in the shipping department for the past few weeks. For a time there was a lack of experienced packers, but the company now has a full force, which will be kept busy until after the holidays.

* *

J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., was in the city on business for several days last week.

* *

B. H. Palmer, of the United States Glass Co., contemplates another brief road trip before the holidays. He has just returned from an extended tour through his territory, and is now spending a few days at local headquarters.

* *

C. G. McCormick, general manager of the Mohawk Clay Products Co., Perrysville, O., is expected to make a trip to the city within the next few days.

* *

Earl W. Newton, who represents the lines of the Imperial Glass Co. and the Economy Tumbler Co., is making ready to move to the new space which he has leased in the Heyworth building. He will be established in the new home, with all samples on display, in plenty of time for the holidays. Mr. Newton has taken Room 706 in the large, modern sky-scraper, which will give him more than double the space he has had for the past five years in the Kesner building. The new quarters will be modern in every respect, with an improved system of lighting, and a floor space which will permit the artistic display of the entire lines of the companies which he represents. He has the further advantage of being only a few steps away from his former location, since the Heyworth building and the Kesner building are "cat-a-corner" from each other at the intersection of Madison street and Wabash avenue, and is only one block away from the intersection of Madison and State streets, the heart of Chicago, and "the busiest corner in the world."

* *

Oppenheimer & Co., whose department store was destroyed by fire several months ago, have rebuilt at Halsted and Forty-seventh streets, and will open to the public some time this week. F E. Sachs is manager of the china and glassware department.

*

The second meeting of Pick's Progressive Association, the new mutual benefit association of the salesmen of Albert Pick & Co., the hotel supply house, was held last week at the Palmer House, in the Fountain Room. More than one hundred of the firm's employes were present, and in addition there were a number of invited guests. President J. W. Palmer was in the chair. Following the plan to have at each meeting some speaker from the factories which supply the company, Mr. Jackson, of the Warwick China Co., Wheeling, W. Va., addressed the meeting on the manufacture of china. Mr. Jackson followed the very successful plan of H. C. Fry at the first meeting by having on hand all the ingredients which enter into the manufacture of the ware. In his preliminary remarks he gave the history of "china," distinguishing it from earthenware, and then, rolling up his sleeves, proceeded to make a jug up to the point where it was ready for the first firing. When he had completed his task he told in detail the steps which would have to be taken before the jug would be ready for the display room. Needless to say, he held the attention of his audience from start to finish.

* *

Peter Rinkin, manager of the housefurnishings department at the Boston store, is installing a model dining room for the purpose of displaying china dinner sets and other articles carried in the department.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 23, 1915.

GENOA

43 packages toys.....J S Plummer & Co

LIVERPOOL

11 packages toys.....American Express Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

13 packages earthenware..... Jones, McDuffee & Stratton Co
24 " " .....American Express Co

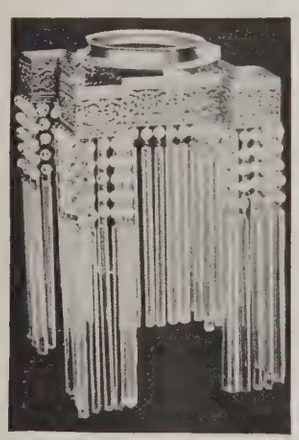
LONDON

11 packages earthenware.....Frederick Leyland & Co., Ltd

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

NOTHING in the way of illuminants has created such an amount of interest as the Van Gleckland portable acetylene gas lamp, and since its introduction to the trade it has made rapid strides in popularity, for it has features the consumer is looking for, and hence is profitable for the merchant to carry. It makes gas only when in use, and stops the instant the light is turned out. It is the most efficient artificial light procurable for reading or working, with the least possible eye strain to the user, as proven by scientists. While it sells all the year round, its possibilities as a seller for the holiday trade are almost limitless. Read the advertisement of the Van Gleckland Co. in another part of this issue, and then write them for further details. They will interest you.

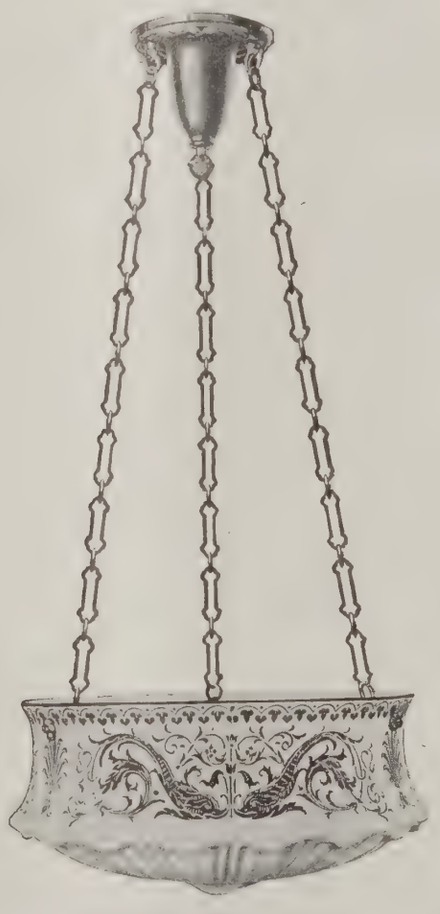


AT OSCAR O. FRIEDLAENDER'S.

The lamps turned out by the Bradley & Hubbard Mfg. Co. this season are a revelation in the way of designs. The bases are mostly all fashioned along new lines, while the shades, too, are original. This concern can always be relied upon to produce each season some distinctive new finishes, and the present line is no disappointment in this respect.

In an interesting article on the Lighting of a Department Store the "Lighting Journal" says: In the planning of a complete equipment for a department store it has not been usual to give the attention to lighting that those following the developments in this field have felt was warranted by its importance. Decorations and store fixtures have monopolized a greater attention than their importance demanded from the standpoint of their effects on merchandising, which is primarily the object of a department store. A brief consideration of the various items going to make up a complete store will satisfy even the superficial observer that proper lighting is of greater interest than a domed ceiling or the turn on a capital molding.

A feature in the lamp department of Mogi, Momonoi & Co. is a line of carved wood bases in floor and table sizes—a native Japanese wood known as hinoki, beautifully grained and closely resembling mahogany. They are proving excellent sellers.



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

Several new candle globes and globes for night lamps have been added to the line at the salesroom of Gillinder & Sons this week, a quaint flared shape being especially attractive. They are shown in various artistic light cuttings.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 25, 1915.

THE ADVANCE IN CHINA PRICES.

PRICES of all makes of foreign china have risen during the year from ten to twenty per cent, and even twenty-five per cent in some instances. The appraisers in the Custom House are quick to notice any advance as seen on the invoices, as they are familiar with the costs of all the ware that comes in, and an advance of ten per cent on an invoice means just so much additional duty to be paid. Freight rates are two or three times as high as they were before the war, and as marine insurance as well as war insurance has to be added —ordinary marine insurance rates have of course been advanced—the addition of ten per cent to prices is very small when all the additional costs are reckoned.

Just now there are many cases before the Board of Appraisers where the contention is made that as the goods were bought at low prices they ought not to pay on the increased; rates but the government rule is that the duties must be levied on the market value. While this is the law, it is a little hard on the importers, particularly as many of the goods are of 1913 designs, ordered for 1914 delivery, and are only coming in now. When the war broke out the importers, foreseeing that there might be a shortage, bought everything they could get their hands on. Some of these goods are among the present shipments.

It is more than probable that foreign manufacturers will have to make further advances. How soon can not positively be stated, but conditions abroad indicate nearness. Everything entering into the manufacture of pottery is costing more week by week. Labor is getting continually scarcer. Many of the best workmen have been killed or disabled, and those remaining want higher pay.

PERSONAL.

TO some of the old-time potters who remember how he fought them on tariff matters the failure last week of "Jimsmith" will look a little like retribution. James Smith, Jr., was at one time leader of the Democratic party in New Jersey and a capitalist besides. At the time of his failure he was president of the Fidelity Trust Co. of Newark, from which, however, he immediately resigned. The Trust Co. is amply protected. His liabilities are placed at $1,750,000, with nominal assets of over $2,000,000. And yet it is thought he will pay only thirty cents on the dollar.

⚜

E. L. Bates left on Wednesday for Boston, where he will spend Thanksgiving at the home of his daughter and at the same time make the acquaintance of a brand-new granddaughter.

⚜

The wedding of Thomas Roberts, Jr., and Miss Alma Frances Churchill, daughter of Mr. and Mrs. Harry Churchill, of 730 Riverside Drive, was celebrated Nov. 18 in the ballroom of the St. Regis. Mr. Churchill was formerly of the firm of Endemann & Churchill, and later manager of the New York office of L. Bernardaud & Co., of Limoges, France.

⚜

H. R. Shirley, with Maddock & Miller, came home from the West on Monday. He says his trade was exceedingly satisfactory. He will not go out again this season.

⚜

Geo. H. West, head of the Westmoreland Specialty Co., arrived in town on Monday for a several days' stay and is making his headquarters at the salesroom of the Horace C. Gray Co.

⚜

E. C. Ledger, who represents the lines of Wm. S. Pitcairn on the road, returned Monday with a record of having made the best fall trip since he has been with Mr. Pitcairn. And that means "some trip."

⚜

Chas A. Craft, who travels in the interest of the Pittsburgh Lamp, Brass and Glass Co., was at the New York office on Monday after completing an unusually good trip through Connecticut and Massachusetts.

⚜

A. F. Tepe, with Hugh C. Edmiston, is just home from the Middle West, where he found that the trade would buy new patterns without regard to price if they

liked them, proving that the advanced rates are no deterrent.

Geo. H. Service, traveling representative for Kennard L. Wedgwood, returned on Sunday from Canada, where he reports having found the trade hungry for goods.

Joe Hurd, of Wm. S. Pitcairn's traveling staff, arrived home the latter part of last week as hale and hearty as ever. He says that considering he is a novice at the selling game, and not used to traveling, he had a surprisingly good trip.

W. S. George, of the W. S. George Pottery Co., East Palestine, O., accompanied by Mr. Logan, are in New York this week. They are registered at the Hotel Astor.

Herbert Huber, son of Ernest Huber, and formerly with Higgins & Seiter, has been engaged as salesman by the new concern of Creange & Walter.

Joseph Wagner, president of the J. W. Smith Dry Goods Co., Geneva, N. Y., is one of the buyers visiting the market this week whom a long list of friends in the trade are always glad to see.

Harry G. Mills, with the Homer Laughlin China Co., was visiting New York this week.

C. S. Woolworth, Scranton, Pa., a brother of F. W. Woolworth, was in the market this week.

O. F. Murray, manager of the United States Glass Co.'s factory at Glassport, Pa., made a visit to New York on Tuesday and Wednesday of this week.

John George, president and general manager of the Canonsburg (Pa.) Pottery, spent Tuesday and Wednesday in the city conferring with H. Benedikt, the local representative.

Wm. M. Abels, traveling representative for the J. D. Bergen Co., is back from a several months' trip through the Middle Western and Eastern States, during which he booked a larger amount of business than at any time since.

Justin Tharaud arrived home on Tuesday to spend Thanksgiving with his family. He brought back a fine stack of orders.

Joe Bason, buyer for Wise, Smith & Co., Hartford, Conn., left for home the latter part of last week after spending several days here buying holiday goods. Mr. Bason said business was so good that he did not want to take any chances of running short of merchandise.

Other buyers in town were I. E. Fronani, for Woodward & Lothrop, Washington; W. D. Mitchell, for Dorsen & Co., Syracuse; P. L. Beck and J Postley, for Baltimore (Md.) Bargain House; W. Dannenberg, of Dannenberg Co., Macon, Ga.

BUSINESS BOOMING IN EAST LIVERPOOL.

"IN contrast to this month last year, the people of East Liverpool are at this very moment entering into one of the greatest eras of prosperity in the history of the city," said W. E. Wells, of the Homer Laughlin China Co., recently, "and if the manufacturers and their employes will work in unison, prosperity such as has never been known here at any time will result."

THE CLAY SITUATION IN ENGLAND.

CONSIDERABLE satisfaction is felt among English china clay exporters that shipments are now permitted to the United States without interference.

The official English order prohibiting exports of china clay, except to British possessions and protectorates, caused considerable dislocation at the time, and the English China Clay Association promptly made representations to the War Trade Department in order that the regulation might be modified in respect to trade with the United States.

The difficulty that stood in the way of exporters was in chartering steamers and the liability for demurrage. What they were required to do, if they wished to ship to countries other than British possessions, was to obtain export licenses but there was the possibility of considerable delay occurring.

It is evident that exports during the month of September were affected, the returns being as under for the last three months:

	Tons	Value
September	24,171	$167,510
August	39,072	300,690
July	45,930	285,730

The requirement of a license before shipping clay to the United States and the delay and difficulty experienced in obtaining licenses caused quite a scare among the Cornish and Devon clay producers. The order necessitating a license has been waived as far as America is concerned.

As the object of the English government in placing an embargo on the exports of china clay was to put a check on Germany obtaining supplies through certain neutral countries, and those in authority did not feel

justified in discriminating between the neutral countries, it gave a general order, which has now been modified.

The view is generally entertained in England that it would be an unwise policy to restrict china clay exports to the United States, as the possibility is very remote of transhipments being made from the United States to Germany.

The war has seriously affected exports of china clay, as the following comparative figures show.

	Tons	Value
January-September, 1915	254,649	$1,634,970
January-September, 1914	527,610	3,144,760
January-September, 1913	474,989	2,791,315

RECENT PATENTS.

[Prepared for the CROCKERY AND GLASS JOURNAL by R. E. Burnham, patent attorney, 872 Bond Building, Washington, D. C., from whom copies of any patents mentioned below may be obtained for 20 cents each].

1,154,894. Glass-forming machine. William S Teeple, Wellsburg, W Va.

1,155,809. Glass-blowing machine. Noble W Hartman, Toledo, O, assignor to General Electric Co.

1,156 009. Glass-molding mechanism. August Kadow, Toledo, O, assignor to the Westlake Co, same place.

1,156,056. Mold mechanism for glass-blowing machines. Benjamin D Chamberlin, Corning, N Y, assignor to Empire Machine Co, Portland, Me.

1,156,057 and 1,156,058. Molds for glass-blowing machines; Benjamin D Chamberlin, Corning, N Y, assignor to Empire Machine Co, Portland, Me.

1,156,379. Apparatus for removing glass from a pot or drawing-ring. Thomas Spillane, New Bethlehem, Pa, and Thomas Brinning, Mount Vernon, Ohio.

1,156,756. Glass blowing mold. Benjamin D Chamberlin, Corning, N Y, assignor to Empire Machine Co, Portland, Me.

1,156,858. Take-off mechanism for glass-blowing pipes. Benjamin D Chamberlin, Corning, N Y, assignor to Empire Machine Co, Portland, Me.

1,156,868. Glass-blowing machine. Vernon M Dorsey, Laurel Grove, Md, assignor to Empire Machine Co, Portland, Me.

1,157,380. Device for marking earthenware. William B Gray, Louisville, Ky, assignor to Martin J Bannon, same place.

1,157,569. Process of plating or decorating chinaware and glassware. Frederick Moench, Rushville, Ill.

1,157,597. Method of removing unused fused or plastic glass from a circular pot. Arthur E Spinasse, Mount Vernon, Ohio.

1,157,653. Apparatus for working glass. William J Woods, Corning, N Y, assignor to Empire Machine Co.

1,158,329. Machine for ornamenting glass. John Stott, Philadelphia.

1,158,863. Method of producing translucent ornaments or designs in pottery. Arnold Schlegelmilch, Suhl, Germany.

Design 47,878. Vase. George Dougherty, Tiffin, Ohio, assignor to United States Glass Co, Pittsburgh, Term of patent 7 years.

Design 47,899. Electric lighting fixture. Samue H Shiminsky, N Y. Term of patent 7 years.

Design 47,907. Glass light-shade. Kraft Booth Philadelphia, Pa, assignor to Gillinder & Sons, Inc same place. Term of patent 7 years.

Design 47,918. Lamp-shade. Edwin F Guth, S Louis, Mo. Term of patent 7 years.

Design 47,934. Lighting-fixture. Harry Pick hardt, New York, assignor to the Phoenix Glass Co Pittsburgh, Pa. Term of patent 7 years.

Design 47,939. Back plate for lighting-fixtures Herman F Voshardt, Chicago, assignor to Friedley Voshardt, Co, same place. Term of patent 3½ years.

Design 47,975 and 47,976. Plates. Aksel West erlind, Chicago, assignor to The Meyercord Co, sam place. Terms of patents 3½ years.

Design 47,991. Lighting-fixture. Joseph Chassa ing, St. Louis, Mo., assignor to Luminous Unit Co. same place. Term of patent 7 years.

Design 47,997. Lighting-fixture. Edwin F. Guth and Raymond V. Owen, St. Louis, Mo.. assignors t Luminous Unit Co., same place. Term of patent 1 years.

Design 48,034. Illuminating chandelier. Earl C. McKinnie, Chicago. Term of patent 7 years.

Design 48,046. Glass bowl. Max Schaffer, New York. Term of patent 3½ years.

Design 48,081. Glass vessel or similar article David F. Provance, New Castle, Pa., assignor to Beaver Valley Glass Co., Rochester, Pa. Term of patent 7 years.

BUSINESS BRIEFS.

Fire damaged the Woolworth store on King street, Hamilton, Ont., Nov. 16 to the extent of $25,000.

* *

Takito, Ogawa & Co. are moving to their new quarters at 101 Fifth avenue, and expect to be in readiness to receive the trade there on Monday December 6.

* *

The Dohrmann Commercial Co. will remove their New York offices December 1 to 85 Fifth avenue, where they will occupy part of the floor with Fondeville & Van Iderstine.

* *

A petition in bankruptcy has been filed against the Fair Amusement Co., wholesale dealers in toys at 142 Fifth avenue. The company made an assignment on Saturday. Liabilities are stated to be $25,000 and assets $7,000.

* *

F. W. Woolworth & Co. have leased for ten years the store and basement in the buildings 946 and 948 Third avenue and 100 East Fifty-seventh street, having a frontage of about seventy-five feet on East Fifty-seventh street. The rental for the entire term aggregates close to $100,000.

IF you think you know of a way to get rich quick you probably won't be satisfied till you have tried it. But prepare to end with a sheriff's sale.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

So heavy is the demand for popular-priced cut glass lines with the factories in this district that many orders will likely remain unfilled at he year end. The spurt in this end of the glass busiess came suddenly, and is attributed to the fact that uyers waited until the very last moment to place their pecifications, and then expected to get the goods "by he next mail," as one manufacturer expressed it. All ut glass plants are working to capacity.

Official announcement was made this week that the lle glass plant at Millersburg, O., which was purhased several years ago by the Jefferson Glass Co., of ollansbee, W. Va., will be placed in active operation in ecember. A general line will be manufactured at is plant. The factory was built originally for the Iillersburg Glass Co. and was under the management f John Fenton, and a line of iridescent glass was eatured. This company encountered business troubles id the property was later sold, being secured by the efferson interests. With this factory on the active st the production of the concern will be materially inreased during 1916.

While no official statement has been made, it is admitted by many that prices for 1916 will have a slight dvance. "Personally, I cannot see how sales can be ade on present lists, with raw materials constantly dvancing," said one manufacturer. "Hardly a week asses but what we get advanced quotations over the revious week on this or that raw material. The situaon in this respect is that the glass manufacturers ardly know upon what to base their costs. It has come the point where something will have to be done, and at mighty soon."

Robert C. Jones, who has been traveling the Westn territory for the Tarentum Glass Co., returned last riday, and after spending a few days at the home ffice left for his home in Terre Haute, Ind.

Fred Seeman, manager of the Baltimore office of he United States Glass Co., accompanied by his son, ho travels the South with this line, were visitors at the home office of the company a few days ago, arranging their lines for next season.

The demand for bar glassware is admitted to be rather slow this season. "Too many districts going into the 'dry' column" is the reason assigned by one bar glass manufacturer for the falling off in the demand.

Cut glass manufacturers have been very slow in their purchases of blanks of late—indicating that they have about all the business on hand they can fill for this year.

The contract for the lighting glass and fixtures to be installed in the new William Penn Hotel in this city has been awarded to Edward F. Caldwell & Co., New York. It is said the contract price was $53,000.

Samuel Frazier, who has been traveling the Northwest for the United States Glass Co., returned to the home office this week. Walter Campbell and Walter Jones, who have been touring the Southern territory, have also returned.

Unless all signs fail, fewer complete new lines of tableware will be shown by the manufacturers in January than for several years. Instead of investing in a long line of molds, the present lines have been augmented.

Candlesticks have been in heavy demand this season, the cut lines having a good sale. The Tarentum Glass Co., which has over fifty designs in stock, reports the most active business in years in this specialty.

The United States Glass Co. will at once start an idle furnace at its factory "F," which adjoins the sample room and office building. This is one straw which shows which way the trade wind is blowing. This plant features private mold work, specialties and display jars. The furnace has been idle for several years.

A special meeting of the board of directors of the Western Glass and Pottery Association was held here Monday night to consider plans for the annual banquet

to be held in the Ft. Pitt Hotel early in January. The Association is about to launch a campaign for 200 new members as its goal for the coming year.

An excellent trade on glass knobs is reported by the manufacturers of this line. One order recently booked was for 10,000 dozen assorted knobs, the bulk of a cut design.

Sixteen additional reservations were made at the Ft. Pitt Hotel here during the past week for exhibit space during the January season. Up to this time over forty firms have forwarded confirmations for reservations. Among the latest are W. T. Bergen, Central Cut Glass Co.; Swaney Hall, L. E. Smith Glass Co.; James P. Gordon, Jones, McDuffee & Stratton Co.; Mrs. Heuman, United Novelty Co.; H. L. Kelly, Indiana Glass Co.; Milton Jones, Steinfeld Bros.; M. S. Benford, E. F. Kupfer Cut Glass Co.; Alex Fraser, Athens Glass Co.; Fred J. Classen, Cut Glass Products Co.; Buffalo Pottery; G. Grogory Rodgers, Max Schaffer & Co. Applications for space from five additional concerns were received on Monday. It appears that the coming exposition will be the largest ever held by the trade.

The Haskins-Slonaker Co., Wheeling, W. Va., holders of the patents on the "Haskins natural eye auto lens," have ordered from the Haskins Glass Co., Martins Ferry, 12,500 pairs of the lenses.

A. D. MATTHEWS & SONS BANKRUPT.

ON Tuesday A. D. Matthews & Sons, department store, Brooklyn, were adjudicated bankrupts by Federal Judge Veeder. John J. Kuhn, receiver, and a trustee who will be appointed, will carry on the business until the first of year, when it will be sold.

The troubles of the firm began three years ago, when a Providence, R. I., firm helped finance a composition plan and saved it from bankruptcy. Recently its finances got into such a condition that a second petition in bankruptcy was filed against it, which resulted in the order signed by Judge Veeder.

JAPAN'S TOY EXPORTS.

THE progress of Japan's export trade in toys has been remarkable since the war broke out, especially in England and Australia. The export of toys to England was $326,050 up to the end of July this year, while the amount for the corresponding period of last year was only $131,748. The export to Australia in the same period this year was $100,447, compared with $25,408 last year, The only setback was in the export to China, probably because of the boycott that prevailed in May, June and July; but in August there was an export of $188,159, or three times as large as the amount in August of last year. Thus there is undoubted indication that the trade with China is increasing.

Because of the remarkable increase in August, the amount of export to China up to the end of that month this year reached $1,129,973, showing an increase of $264,393 compared with the amount in the corresponding period of last year. The prospects of trade in this line with other Oriental countries are also very promising.

PREHISTORIC POTTERY IN WEST VIRGINIA.

WHILE blasting in the solid rock near Sciotoville, W. Va., an engineering force of the Chesapeake and Ohio railroad uncovered a prehistoric cave hollowed out of solid stone and containing several rooms. On the floors were scattered ancient urns and vases and heaps of broken pottery curiously decorated with weird figures and designs.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in the glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

Require Sole Rights.

OLD-ESTABLISHED and large English importing firm require sole concessionary rights for all sorts of glassware pressed glass, blown glass, plate glass, medicine bottles, etc. Address Box A 966, this office.

FOR RENT.

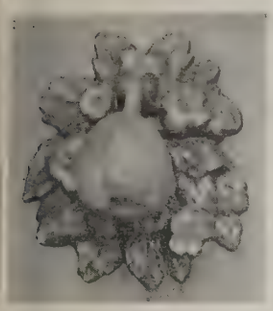
A VERY desirable space 18 feet by 14 feet on West Twenty-third street, in the heart of the new crockery and glass district. Immediate possession. Moderate rent. Address Box A 964, this office.

SHOWROOM SPACE WANTED.

AN up-to-date American pottery with an established business represented by experienced agent, is looking for showroom space in the up-town district. Would not object to association with some kindred line (must be non-conflicting). If you have such to offer at moderate rental, send full particulars to Box A 969, this office.

Store and **Basement** To Let

22 East 21st St.
Near Broadway
New York
Well located in new china and glassware district
Reasonable Rent
On premises or
E. S. Willard & Co.
Phone Hanover 5989 52 William St.



The Vogue of the Day

TO

"Keep the Door Open."





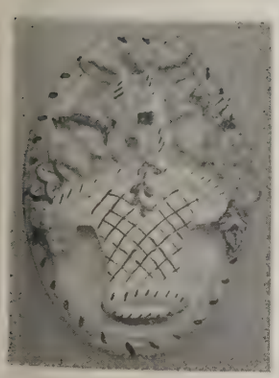
METAL DOOR STOPS painted by hand in handsome natural and antique colors.

Also Marie Antoinette and old Colonial Door Knockers for chamber and boudoir doors.

A profitable all-year-round line, and particularly attractive for the holidays.

Sample assortments ready for shipment.







Ferdinand Bing & Co.'s Successors,

67-69 IRVING PLACE, NEW YORK.

IMPORTED ART WARES,

MARBLES, BRONZES, LAMPS, ETC.

BOSTON BUSINESS NOTES.

THERE is no lack of orders. The trouble is to get goods to fill them. One agent said this week that he had turned down eight good orders over the telephone. "I simply couldn't book them," he said, "because the factory couldn't supply the goods." He was not the only man who has found his factory so rushed that it either turned down the business altogether or bothered him so much about shipments that he had trouble pacifying the buyers.

Mitchell, Woodbury Co. has fitted up an attractive little room at one side of its main sales floor for the display of newly-arrived samples of dinnerware. A dining table is set with a handsome service, so that one may thus get a much better idea of the dishes than otherwise. M. F. Biggins, Northern New York, New Hampshire and Maine traveling salesman, has returned from his territory.

Assistant Manager Clark, of the P. H. Vose Co., Bangor, was here for a few days.

The Richard Briggs Co. on Tuesday and Wednesday held the public opening of its remodelled and enlarged store on Boylston street, now arranged like a museum of rare and beautiful china and novelties. There are new departments of lamps, silverware and cut glass. One room, which probably will attract hundreds of visitors, is that in which are shown countless butterflies mounted under glass as tea-table tops, bottoms for wicker baskets, and the like. The specimens are from all parts of the world, and all are brilliantly colored. The work was done by Mrs. Henrietta Meade Wootton, of Boston, who has devoted years to the artistic avocation. Another is an art room containing many rare and costly treasures collected in Europe before the war.

Another Northern New England visitor was A. A. Hall, of Brookline, N. H., who had a good word to say for business in general.

Business at Louis Wolf & Co.'s is rushing to such an extent that a large force is kept on the jump until late into the night almost all the time now.

Jordan-Marsh Co. has rented 1,800 square feet of space at 432 Fourth avenue, New York, for its office in that city. The lease runs for a long term of years, beginning next February.

A. S. Burbank, of the Pilgrim book and art shop, Plymouth, was here this week, and reported that his Old Blue Pilgrim Ware had been a "ripping seller."

James J. Hanning has just returned from a trip through southern Massachusetts and the Cape district for the H. P. & H. F. Hunt Co.

R. H. White Co. is sending out its second bulletin on "Co operation," by means of which it hopes to establish closer relations with patrons. The company

Jones, McDuffee & Stratton Co.

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.

Offer the following STOCK PATTERNS of Decorated Ware, now being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Sons
The MONTEREY,	Ridgway
The Flow Blue MEISSEN, Onion pattern,	
The Old Blue WILLOW,	
The ORLOFF,	
The MELBA,	
The BRIDAL WREATH, Hotel,	
The GENEVA, Hotel,	
The DUSSELDORF,	
The Green Illuminated FLORENTINE	Johnson Bros.
The REGENT,	"
The SANTOS. White and Gold,	"
The HEVELLA,	"
The ARODA,	"
The CASPIAN	"
The PONTRACINA	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The GLENCOE,	"
The OAKWORTH,	"
The TRIESTE,	"
The WINDERMERE,	Alfred Meakin
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	"
The ALGERIA,	"
The SANTANGEL,	"
The MINDEN,	"
The CAIRO,	"
The EMPIRE,	Upper Hanley Potter Co.
The Old BLUE CANTON China,	Hong Ing
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, to
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. Ch
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A Ch
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pou
The LORRAINE, White and Gold Encrusted,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FULDA,	Austrian Ch
The MUNICH,	"
The GRENADA,	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian Ch
The METTENBURG,	"
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	"
The LOUVRE,	Theodore Haviland &
The HANOI,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian Ch
The Royal Dresden BLUE ONION Porcelain, Crossed Swords brand	
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted	John Aynsley & Sons

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

says that during the past nine months it has succeeded in materially reducing the percentage of merchandise returned by customers.

Several of the "sports" in the trade went to the Harvard-Yale game, and a few took along buyer friends who happened to be in town.

Dan C. Campbell, president of the Capital Hardware Co., Montpelier, Vt., was here and reported that business in his section is the best for several years at this season.

Paul Phillips has gone West to visit the potteries.

Schedules in bankruptcy of Henry Hunt, Boston, who conducts two department stores, disclosed liabilities of $26,435, of which $24,765 is unsecured. The assets are given as uncertain. An offer of ten per cent cash and five per cent in four months' notes has been made.

Officers of nearly all of the large stores in Boston were guests Monday afternoon at a luncheon given by the Jordan-Marsh Co. at the City Club, at which John T. Kirby, of New York, was the speaker. Mr. Kirby came especially to oppose the Stevens price-maintenance bill, which he declared would smother competition and increase the price of the product because of the advertising cost to establish it nationally. Among thos present were W. F. Watters, vice-president of th Jordan-Marsh Co., who presided; R. W. Maynar and Atherton Clark, of R. H. Stearns & Co.; R. T Fisher and F. W. Buxton, of the C. F. Hovey Co.; W D. Williams and F. W. Coombs, of Jordan's; F. W Tully, of R. H. White Co.; John Shepard, president o the Shepard, Norwell Co., and John Shepard, third Felix Vorenberg and William Jardine, of the Gilchris Co.; A. E. Flint and J. R. Griffith, of the Tremon Stores.

E. B. McBeth, buyer for the E. S. Brown Co., Fal River, who was one of the visitors this week, smiled al over when asked how business was in his section of th State.

FORGING AHEAD.

THE Guernsey Earthenware Co. have been develop ing their chemical ware until they are now pro ducing in the neighborhood of 2,000 pieces per day, in cluding tubes, retorts and condensers, which they fir at 2,600 degrees. They have received numerous testi monials from such men as J. C. Mann, J. T. Baker, Elton Fulman, Thomas A. Edison, and other noted chemists. The cooking utensils they manufacture are of the same body and glaze.

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

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The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

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'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

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Sole agent for L'Union Ceramique, Limoges, France.

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Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO

HONESDALE, PENN.,

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The Bergen Cut Glass Co.,

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Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. **25 WEST BROADWAY.**

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John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

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Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

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Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

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English dinnerware, open stock crates; majolica and teapots.

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"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

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Pressed and blown glassware.

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Open stock dinnerware patterns. White china for decorating.

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A large stock of inverted and electric shades for immediate delivery.

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English China, Earthenware and Glass.

14 BARCLAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

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autheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

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Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

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ESTABLISHED 1873.

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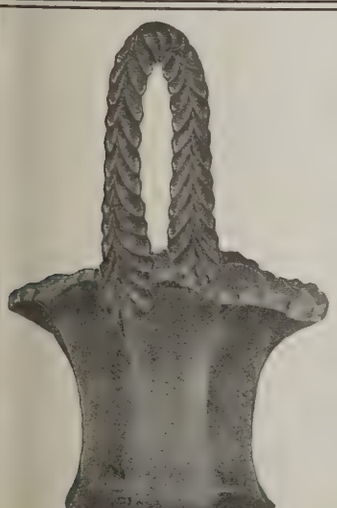
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Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

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Incorporated

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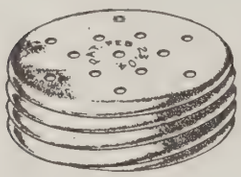
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Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

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An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive plan.

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New Designs in Electric Portables with Parabola Shades; also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
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MANHATTAN BRASS CO.,
Manufacturers Established 1865.
Office, 332 East 28th St., New York City.
Rolling Mills and Factories: 27th and 28th Sts. and 1st ave.
Western Sales Office, 180 N. Dearborn St., Chicago.

STEADILY SUCCESSFUL.

For "GLENDORA" Dinner Shape.

In a *Semi-Vitreous China Body.* Was a decided hit last season, and we continue it this year.



Treatments, some of which are exclusively controlled by us, being used, together with former successful patterns. Specialties and assortments are ready. *Get in touch with us.*

Cartwright Bros.,
EAST LIVERPOOL, OHIO.

A. GREDELUE.



Glassware.
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

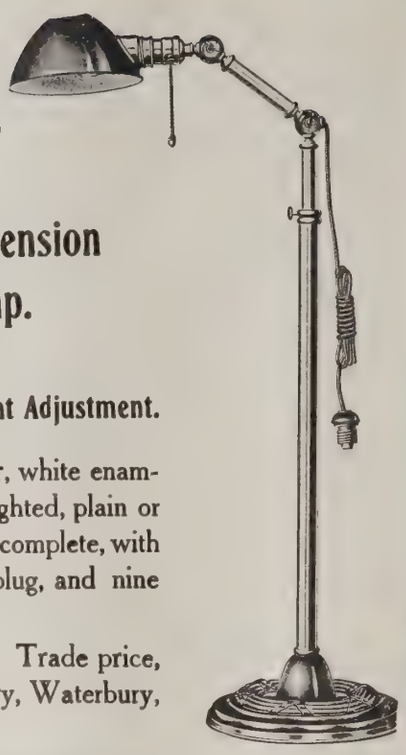
FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

THE

"PLUMWOOD"

Adjustable Extension Floor Lamp.



Brushed Brass Finish.
Ball Joint Adjustment.

Parabolic Brass Reflector, white enameled inside. Heavy, weighted, plain or embossed base. Wired complete, with pull socket, attachment plug, and nine feet silk cord.

Packed one in a box. Trade price, $7.50 each, f.o.b. factory, Waterbury, Conn.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

NOW IS THE TIME TO PURCHASE
HOLIDAY LINE OF PORTABLES.



No. 1227½

Make your display early. See display at our showrooms
will bring our salesman.

The Pittsburgh Lamp, Brass and Gl

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston. 127 Federal St
Kansas City, 309 Victor Bldg.

PILABRASCO

St. Louis, 614 Lie
Light Bldg.
Baltimore, 122
Chicago, 110 S.
San Francisco, 8

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of
R. E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. **FIREPLACE FURNITURE.**

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & C

GOODS ARE RIGHT,
PRICES ARE RIGHT.
LOCATION IS RG

It costs but five cents and a *few* minutes ti
come to our store from *any* part of N
City.

COME AND S

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and B
Gas Burners, etc., et

68 and 70 Park Place, Between Church St. and West Broadway. **New**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Ra
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

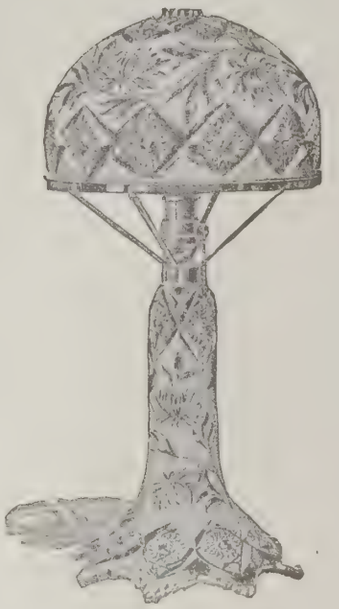
o 82. No. 23

Dec. 2, 1915

EXTRA COPIES.

THERE is always a large demand for extra copies of our Holiday Number. This year the issue falls on December 16. Orders should be sent in as early as possible.

Beautiful Electric Portables



VENUS. 19 in. high.

Have you seen these handsome lamps? The shades are frosted, giving a soft light, which adds a pleasing effect to any room.

AN APPROPRIATE GIFT for the home or office—an ideal centerpiece for the table.



MARS. 15 in. high.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company. POTTERS.

THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER. TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

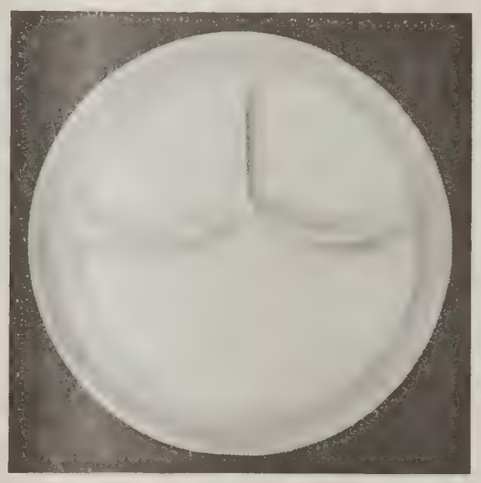
Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



Vitrified Three Part Grill Plate
Has distinctive features that meet all the requirements of the hotel and restaurant trade
Write for full details
THE MAYER CHINA COMPANY
BEAVER FALLS, PENNA.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



BASKETS

FOR XMAS GIFTS

51 Pieces - - Only $20

The two illustrations here shown will give you some idea of one of the finest basket assortments that we have ever put out. Each assortment includes Fern Dishes, Fruit Baskets, Work Baskets, Sandwich and Serving Trays, Flower Baskets and Scrap Baskets. Every piece is a good selling size, and if your trade shows a preference for color you can have your assortment in either smoked bamboo (brown) or very rich dark antique oak.

No. 628 | 51 Assortment, $20.

Order this number if you want the brown smoked bamboo. The assortment contains baskets as illustrated.

No. 628 | 510 Assortment, $20.

Order by this number if you want the rich dark antique oak finish. The assortment is exactly like the one above except in finish.

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS

CLEVELAND, OHIO

China Glass Electric Goods House Wares



GUERIN & CO,

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat &Co**

Fall Sample Line Now on Display

Shipments Arriving Regularly.

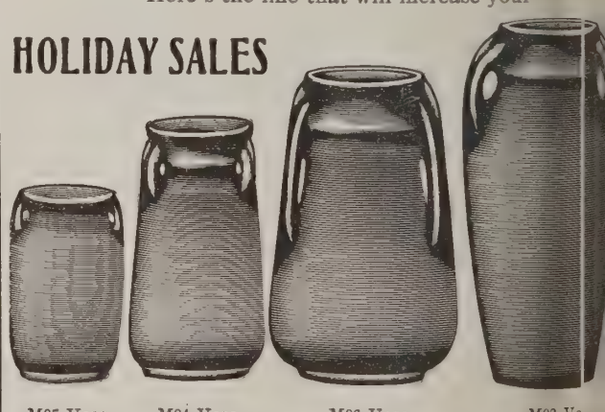
43 to 47 West Twenty-third t.

NEW YORK CITY.

OUR NEW MOSS GREEN

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Va 12-in

A LINE OF VASES TO RETAIL AT 10c. TO $1

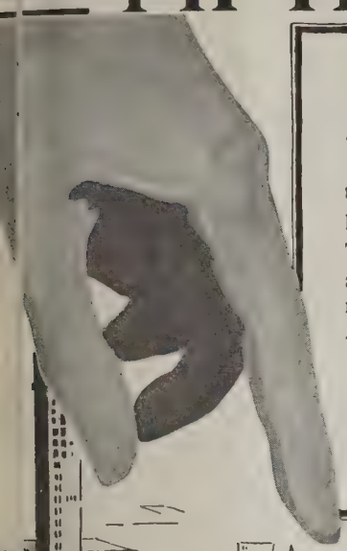
THIS new line of Matt Green has fine texture, good co' an has appearance of a high-priced article, but can be raile at a price within the reach of the masses. Made in *Jardiere 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stan* et Send for handsome colored illustrations—just out. ette yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery 10.

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Plac

IE FIFTH AVENUE BUILDING



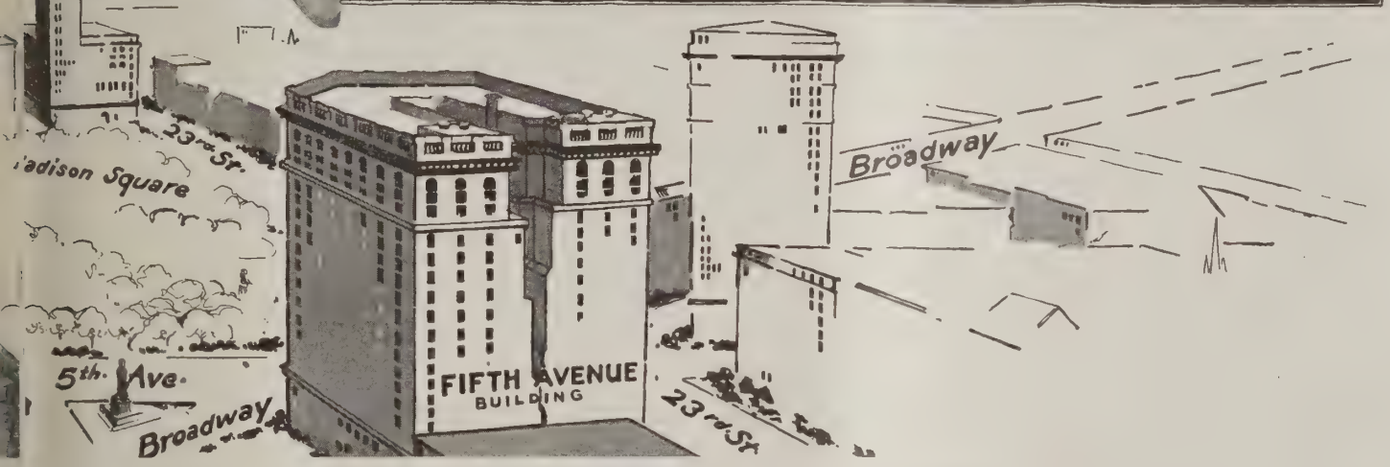
In the Lime-light of Buyers

TENANTS of the Fifth Avenue Building are in the new centre of the pottery, glass and allied lines. They have as office neighbors concerns that are nationally known for the quality of their goods. They are among so many leaders in various lines of trade that a buyer can find a permanent business exposition within its walls where he can make practically all his purchases.

They are on the edge of the great retail shopping centre. Flanked with subway, elevated and surface lines, they are only a few minutes away from the steamship piers, the great railroad terminals and the theatre and hotel districts. They have a proud address — Fifth Avenue and Broadway, two of the famous streets of the world.

If your New York home is not in the lime-light of buyers, if there is something lacking in the office service which you command, write for reasons why the Fifth Avenue Building gains a distinctive list of tenants by its strategic location and its splendid service.

FIFTH AVENUE BUILDING COMPANY, New York City



KOSCHERAK BROS. 29-31 Park Place NEW YORK

IMPORTERS AND MANUFACTURERS

beg to announce that prior to moving, on February 1, 1916, into their New Quarters at 129-131 Fifth Avenue and 4 East 20th Street, they will

Offer For Sale Their Surplus Stock at Greatly Reduced Prices

This is a rare opportunity for the retailer to replenish his stock for the approaching holiday season with salable goods at unusual figures.

NOW AT
29-31 Park Place

ON FEB. 1, 1916, AT
129-131 Fifth Ave. and 4 East 20th St.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 2, 1915.

THE CONDITION OF BUSINESS.

New York

A slight lull in business was noticed by importers this week. It was most perceptible in orders from the Central West, he South, and the Pacific Coast. That trade should all off in the far West is no great surprise. The near losing of the Exposition is a quite sufficient reason. Reaction always follows great fairs of this kind.

The domestic manufacturers are still getting good business, and are already booking heavy orders for 1916 delivery. The big wholesale buyers have been in he market earlier than usual, and judging from the ize of orders already placed they anticipate a great demand next year. The volume of trade since the first of October has been immense, and we believe that the aggregate of orders placed will exceed anything ever nown in the domestic factories. This argues that the wholesalers are preparing to meet all demands should hey still be deprived of foreign goods. The uncerainty of how much will be made is as important as ow much can be shipped, and is a big factor in determining their domestic purchases.

The holiday trade is meeting with an unforseen obtacle. The freight congestion which extends over so arge a portion of the country is beginning to be felt by he retailers. The large movement of goods for export s eastward, and the tracks on three railroads are so umbered with cars that the wesward flow is interfered vith. Unitil this embargo is raised there is likely to be delay in both shipments and deliveries—another mark gainst those who did not heed the counsel of this paper o buy freely.

We hear reports that buying has fallen off some in Chicago, but it may be only temporary. On the other hand, New England seems to be doing unusually well. This section of the country is profiting as much as, if not more than, any other place, except the Ohio Valley, by war orders, and much money is being put in circulation.

Retail trade in and around New York is only fairly good. That it is not better is a source of much astonishment to everybody. The second biggest city in the world is doing less business in proportion to its size than almost any other town in the country.

The importers are quite optimistic as to the future. They are booking orders in volume, and expect to get the goods.

Domestic manufacturers are assured of about all they can do, because of the wonderful business being done in all kinds of merchandise all over the country, which means money in circulation, some of which will drop into the tills of the retail crockery dealers.

East Liverpool and Vicinity

Never before have pottery manufacturers been so optimistic. Orders are plentiful, and business for 1916 delivery is being received daily. Manufacturers are of the opinion that more buyers will visit the market in January than has been the custom in the past, as stocks are admitted to be short. The more costly patterns in dinnerware are in good demand,

White ware is rather inactive, compared with sales of past years.

Pittsburgh and Vicinity

The glass factories were never as active as this year. Such expressions as "We have all we can take care of," and "We are running to capacity," are heard in many offices. Orders for current delivery are all that could be desired, and business for 1916 delivery has begun to arrive in very good volume. Everything is in demand.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 30, 1915.

HAVRE

210	packages	chinaware	Haviland & Co
43	"	"	Vogt & Dose
34	"	"	L Bernardaud & Co
7	"	"	Gimbel Bros
13	"	"	G W Sheldon & Co
29	"	"	Wm Guerin & Co
2	"	"	Fondeville & Van Iderstine
2	"	"	Geo Borgfeldt & Co
6	"	"	Lunham & Moore
21	"	"	L E Bohm
16	"	"	H Creange
11	"	"	Justin Tharaud
21	"	"	A G Moment
86	"	"	Haviland & Abbot Co
40	"	"	Herman C Kupper
2	"	glassware	F Bing & Co
4	"	toys	Geo Borgfeldt & Co

LIVERPOOL

8	packages	earthenware	G Collamore & Co
3	"	"	W H Jackson & Co
1	"	"	Davis, Collamore & Co
22	"	"	L A Consmiller
45	"	"	H C Edmiston
7	"	"	L Straus & Sons
3	"	"	G B Jones
4	"	"	Lazarus & Rosenfeld
100	"	"	Maddock & Miller
2	"	"	Lewis & Conger
17	"	"	Knauth, Nachod & Kuhne
8	"	"	E Boote
79	"	"	W S Pitcairn
17	"	"	R Slimmon & Co
3	"	"	Rowland & Marsellus
9	"	"	Butler Bros
17	"	"	W H Plummer & Co
12	"	"	G F Bassett & Co
6	"	"	T S Todd & Co
7	"	"	Fondeville & Van Iderstine
7	"	glassware	Davis Collamore & Co
10	"	"	S Bache & Co
1	"	"	G Collamore & Co
25	"	"	Meakin & Ridgway
13	"	chinaware	W H Plummer & Co
5	"	"	T S Todd & Co
17	"	"	J Davison
5	"	"	Burley & Tyrrell Co
9	"	"	E Boote
235	"	toys	Meccano Co
19	"	"	Sutherland Int Dispatch Co
3	"	"	Strauss & Co
38	"	"	Geo Borgfeldt & Co
27	"	"	Strobel & Wilken Co

ROTTERDAM

214	packages	earthenware	Geo Borgfeldt & Co
33	"	"	Bernard, Judae & Co
16	"	"	P Maslanski
21	"	"	A Berger & Co
10	"	"	United Fruit Co
51	"	"	Graham & Zenger
161	"	"	S Bache & Co
95	"	"	L Wolf & Co
135	"	"	Koscherak Bros
16	"	"	Butler Bros
16	"	"	G M Thurnauer & Co
12	"	"	W A Foster & Co
22	"	"	Strobel & Wilken Co
18	"	toys	B Shackman & Co
20	"	"	Bernard, Judae & Co
9	"	"	R H Macy & Co
17	"	"	A Steinhardt & Bro
967	"	"	F W Woolworth & Co
4	"	"	S Gabriel Sons & Co
16	"	"	G W Travers & Co
47	"	"	Butler Bros
49	"	"	Gimbel Bros
1,063	"	"	B Illfelder & Co
58	"	"	G W Sheldon & Co
31	"	"	F A O Schwarz
3	"	"	J Wanamaker
59	"	"	Selchow & Righter Co
43	"	"	Strobel & Wilken Co
49	"	"	Steinfeld Bros
15	"	glassware	Strobel & Wilken Co
4	"	"	Fensterer & Ruhe
2	"	"	Butler Bros
8	"	"	S Bache & Co

COPENHAGEN

26	packages	glassware	J H Venon

LONDON

9	packages	toys	Weddle Tea Co
17	"	"	W A Foster & Co

BORDEAUX

127	packages	chinaware	Theo Haviland & Co
5	"	"	Nerich & Co
1	"	"	Jones, McDuffee & Stratton Co
3	"	"	Alpers & Mott
9	"	"	Bougeier & Sons
24	"	"	Wm Guerin & Co
7	"	"	W A Foster & Co
2	"	"	American Shipping Co
45	"	"	Haviland & Abbot Co
6	"	"	Justin Tharaud
24	"	"	L Bernardaud & Co
11	"	"	L Touquart
11	"	"	L Straus & Sons
100	"	"	Haviland & Co
35	"	"	Herman C Kupper
21	"	"	Vogt & Dose
10	"	glassware	Sussfeld, Lorsch & Co
3	"	toys	M Le Verrier
25	"	"	American Express Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

12	packages	earthenware	Jones, McDuffee & Stratton Co
16	"	"	J E Berry
8	"	"	American Express Co

ROTTERDAM

112	packages	earthenware	Geo Borgfeldt & Co
169	"	"	L Wolf & Co
47	"	"	J H Thomas

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The starting of additional furnaces shows how brisk the demand for glassware is at present. The United States Glass Co. has fired a furnace at Factory "F" which has been idle several years, and it is reported that the Fostoria Glass Co., Moundsville, W. Va., will also put an idle one in operation. The glass manufacturers are anticipating the heaviest January in many years.

Among the glass buyers in the market during the last week were Louis Fritz, with Butler Bros., New York; Max Herbert, with the United Cut Glass Co., New York; and Mr. Roehling, with Pitkin & Brooks, Chicago, both of the latter after blanks.

That larger exhibits of glassware and kindred lines will be made at the Ft. Pitt Hotel here in January is indicated by the number of requests being received by the hotel management for larger rooms than those used by the same firms last year. Over a dozen such requests have been received up to this week.

The United States Glass Co. is showing a number of new pieces in its cut glass blank line. The additions are ice cream trays, cold meat trays, puff boxes and covers, each possessing a straight edge, and parts of their No. 15,151 line.

A number of changes in the freight rates on glass are noted by traffic managers in going over the new official classification list, which becomes effective January 1. Some of these have been already reported in this column. Copies of the new list may be obtained by application to the Official Classification offices, 143 Liberty street, New York.

There is a growing disposition among a number of large jobbing houses to make contracts with glass manufacturing concerns to represent them on the road. It is pointed out that the salesmen representing the jobbers work a more extensive trade than do the salesmen representing the glass factories solely, and because of this the factory line may be shown to greater advantage. It is possible that several jobbing interests will represent factories direct on this basis after January 1, and if the scheme proves a success the plan may become more general in scope.

Lighting glassware continues in rather active demand, and a number of factories in this territory report the trade wanting goods in quick order.

The Milliken China Co., of this city, has been appointed the Pittsburgh and vicinity representatives of the McKee Glass Co., and a large line of samples from the factory has just been received.

Office specialties in glass are in good demand just now, the entire line having a lively movement. Those specializing in these lines are very active on immediate orders.

The city sample rooms of the Pittsburgh Lamp, Brass and Glass Co., in the Century Building, are being renovated and improved for the reception of January buyers. Instead of having a display at a hotel, the company will invite all buyers to its local salesrooms.

Glass decorators are now receiving orders from concession men who will work the indoor carnivals and winter circuses this season. In the past the decorators have only sold these lines during the summer season. The trade now continues throughout the year.

The factory of the Belmont Tumbler Co. at Bellaire, O., recently organized, was to be placed in operation this week. The plant consists of eight shops, and about 100 people will be employed.

James Paull, president of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., made an address before the Wellsburg Chamber of Commerce last week.

"We are as busy as we can be on our full line," said Wallace Thomas, of the Diamond Glass Co., Indiana, Pa. "but have nevertheless prepared a number of additions for January."

On account of the rush of business the shipping de-

partment of the Phoenix Glass Co. at Monaca, Pa., has been compelled to work nights of late. Every glass plant in the Monaca district is working to capacity.

Blown ware is unusually active—in fact, the concerns manufacturing these lines report the heaviest business of the season.

MR. GRAHAM OBJECTS.

November 27, 1915.

Editor CROCKERY AND GLASS JOURNAL.

On the tenth page of the CROCKERY AND GLASS JOURNAL you have a very incorrect statement, and one which may be very damaging to us. We beg to advise you that the Leerdam glass factory is not threatened with stoppage, as a "result of the total prohibition of the export of soda from Great Britian."

Any efforts to procure soda have been made through us, and we are surprised that you did not make any inquiry here before making such a statement which may cause us loss of business.

We ask you to please withdraw same.

Yours very truly,

GRAHAM & ZENGER, INC.

GRAHAM.

[The article referred to was taken from the consular reports issued by the United States Government, whose statements we never question.—ED.]

OBITUARY.

AT the age of sixty-three, Col. William Childs Watson, for thirty-seven years with the Knowles, Taylor & Knowles Co., East Liverpool, died in the City Hospital at that place after several months' illness. The immediate cause of death was uræmic poisoning. His first position with the company was a clerical one; then he went on the road as salesman. Of late years he had been chief correspondent for the company. A wife and three daughters survive.

James Fountain Sutton, well known both here and in art centers abroad as a connoisseur of rare ability, died last week after a few day' illness at his home at Bedford Hills, Westchester County. He was seventy-one years old.

Mr. Sutton was the first American to visit China and bring to this country rare porcelains and other oriental objects. His business training began with Ovington & Co., of Brooklyn, and later he became a member of the firm of A. A. Vantine & Co.

Thomas E. Kirby, head of the American Art Association, with whom Mr. Sutton was associated for many years, said: "One of Mr. Sutton's greatest achievements was the purchase in Paris, in 1889, of 'The Angelus,' the famous painting by Jean Francois Millet, paying 580,650 francs for it. That was the highest price ever paid for a painting up to that time. It was exhibited in the principal cities of this count and then sold by us to M. Chauchard, proprietor of t Magazin du Louvre, in Paris, for $150,000. Wh Chauchard died he left 'The Angelus' to the Fren nation."

Retiring from the house of Vantine in 1880, M Sutton a year later became a special partner wi Rufus E. Moore, who opened the Kurtz Gallery, at 6 E Twenty-third street, renaming it the American Art G lery. It was devoted to the exhibition and priva sale of paintings by American artists and fine oriental objects. In 1883 he bought out the interest of M. Moore, and then joined with R. Austin Robertson a Thomas E. Kirby in establishing the firm known the American Art Association. They enlarged t galleries and held exhibitions and sales, Mr. Sutt devoting himself to the oriental department.

Alfred G. Moment, representing La Porcelaine Li ousine of M. Redon, has just received word of the dea in battle of Chas. Jonhanneaud, one of the firm which represents. Another one of their directors is a prisone of war. Mr. Jonhanneaud was a man of wide kno ledge in the field of science, and well known and ho ored among scholars as well as in the crockery trade.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 13, '15	Correspond-ing period 1914	Exports Jan. 1st to Nov. 13, '15	Corres ing p
Boston	45	222	3957	54
New York	191	227	8592	91
Baltimore	48	205	6135	74
Philadelphia	13	....	2048	22
New Orleans	2	13	731	10
Newport News	....	....	72	
San Francisco	92	....	1525	14
Portland, Me.	3	....	1094	10
Galveston	....	....	10	6
Portland, Ore.	6	....	159	
Inland Points	21	4	459	5
Total	421	671	24482	288

From the Freight and Shipping Circular of Smith, Christ Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 13, '15	Correspond-ing period 1914	Exports Jan. 1 to Nov. 13, '15	Corres ing p 191
New York	191	227	8592	99
Boston	45	222	3967	55
Philadelphia	13	4	2045	23
Baltimore	48	205	6135	74
San Francisco	92	....	1495	14
New Orleans	2	13	731	10
Portland, Me.	3	....	1094	10
Galveston	....	....	10	6
Newport News.	....	....	72	1
Portland, Ore	6	....	159	
Inland Points	21	4	521	3
Total	421	675	24821	298

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The C. C. Thompson Pottery Co. are showing a new bird treatment on dinnerware which gives promise of having a heavy sale. The color used is Copenhagen gray, and the plate has a gold border around the edge. The entire scheme is very much different from any other bird dinnerware pattern now on the market, and an application for a patent on the design has been filed. This concern has arranged to show about seventy-five new patterns on its new plain shape for the coming year.

* *

The death of Col. W. C. Watson, who was with the Knowles, Taylor & Knowles Co. for thirty-seven years, brought out the fact that N. T. Ashbaugh, in charge of the packing and shipping departments, has been employed there for fifty-eight years. Mr. Ashbaugh started to work for the company at the age of eight, and has been in continuous service since.

* *

The annual meeting of the United States Potters' Association, scheduled to convene, December 7, has been postponed until December 8.

* *

The manufacturers of yellow and Rockingham ware in this district report an active trade, the New England dealers being very liberal buyers.

* *

Hereafter the entire line of hotel ware of the Colonial Pottery Co. will be made with a vitreous body. The line is to be increased so as to include every item in pottery used in such service. In the past a semi-porcelain body has been used only. Allen L. Fritz will hereafter represent the firm in New England territory, while Thomas G. Edge will have the line for New York City.

* *

Twelve new numbers in calendar plaques are being shown by the D. E. McNicol Pottery Co. for 1917 trade, and a dozen new ones on a souvenir plaque line without calendars. These assortments are for jobbers only.

* *

Department store buyers who have taken the trouble within the past few months to make statements reflecting upon dinnerware treatments will hereafter have a hard row to hoe. One large local concern wrote the managing director of a large Eastern department store about the action of his pottery buyer, and said: "Hereafter we do not desire to fill any orders from the buyer."

* *

"We have been getting almost as many cancellations as orders," said one manufacturer. It must not be presumed that all potteries are so situated, but the fact remains that many cancellations are coming in.

* *

Miss Margaret Geon, who was assistant correspondent at the Knowles, Taylor & Knowles offices, has been advanced to the position of chief correspondent, vice Col. W. C. Watson, deceased. During the illness of Mr. Watson the desk was filled by Hugh Nevin, of the sales department.

* *

Manufacturers report a decided falling off this year in the demand for plain white ware, buyers wanting decorated goods in the majority of instances.

* *

J. W. Irwin, of the Edwin M. Knowles Co. offices, has returned to his desk after a brief business trip.

* *

The selling force of the Potters' Co-Operative Co. for the new year has just been announced by H. P. Knoblock, general manager. George S. Davis will cover the Western States, D. T. McCarron will tour the Central States, and William J. Owen will travel through the East. Chase & Francis will continue to represent the company in the East, with showrooms at Boston.

* *

Secretary Charles Goodwin, of the United States Potters' Association, is booking reservations for the special sleeping car which will leave here the night of December 7 for Washington, D. C. At Pittsburgh the local party will be joined by mauufacturers from Sebring, Steubenville, Coshocton and other points. It is said there will not be a vacant berth.

*

The new "Mayflower" dinner shape of the Edwin M. Knowles Co. is meeting with much success, buyers having placed liberal open stock orders for next year's

delivery. The variety of decorations are all exclusive controlled patterns.

* *

Fifteen new patterns are being shown on the "Banquet" and "Panama" dinner shapes of the Potters' Co-Operative Co. for 1916 delivery. The coin gold effects are very attractive.

* *

Potteries located outside of this district are in urgent need of help in their decorating departments. Shop managers have been making frequent trips here to induce help to go to these plants, "Help wanted" advertisements are running steadily in local newspapers.

* *

The new kitchen bowl line of the Cartwright Bros. Co. is having a heavy demand. There are four sizes --24s, 30s, 36s and 42s. These bowls are of a white body and are to be had with a colored band decoration.

BOSTON BUSINESS NOTES.

BUSINESS continues very brisk, with a large number of buyers in town and good mail orders. Many are looking especially for goods suitable for the "bargain" sales to be held in January. The excellent weather conditions, not equalled in New England for many years, are doing their part to making business active.

C. W. Megathlin, Hyannis, came to town this week to place orders and renew old friendships.

George E. Shaw, Putnam, Conn., who was here for a day, declared that he had never seen business conditions so good in his section of the State, largely because of the tremendous war orders placed with Connecticut firms by the Allies.

A. P. Knoblock, secretary and treasurer of the Potters' Co-operative Co., East Liverpool, came on the other day and spent some time with the local representatives, Chase & Francis.

Jones, McDuffee & Stratton Co. issued their new calendar this week. As usual, it is an attractive tile from the pottery of Josiah Wedgwood, England, made especially for the concern. On the face is a view of the new Institute of Technology buildings on the Charles River Esplanade in Cambridge, with the city stretching to the rear and the river and Harvard Bridge in the foreground. Every year for nearly forty years the house has had a picture of particular timeliness reproduced in this way, the tiles always being of the same size. On the reserve is the 1916 calendar. There is on display in the store a complete set of the tiles. A number of the firm's customers have collected them from the first, and in some instances have used them around fireplaces or for other permanent ornamental work.

Word has been received from M. S. Wallace that he and his family reached the Panama-Pacific Exposition all right after a pleasant trip from Chicago, where Mr. Wallace spent a few days renewing old acquaintanceships in the trade. The Wallaces will be on the Pacific Coast for two months.

Mr. Thompson, proprietor of the Edgartown gift shop, was here this week and said that he is getting ready to open a new store in New Bedford some time next month. Mr. Thompson also has a similar shop in Vineyard Haven during the summer. Next summer, he said, he may open one in Oak Bluffs.

John Shepard, Jr., president of the Shepard, Norwell Co. and of The Shepard Co. of Providence, is making a stand in direct opposition to John T. Kirby, field manager of the National Dry Goods Association, who addressed a number of Boston representatives of the trade and department store heads last week in opposition to the Stevens price-maintenance bill. One of the weakest statements made by Mr. Kirby, he said, was that the consumer would be penalized by the passage of the bill. "All merchants must make a reasonable average percentage on their sales or cease doing business. Selling well-known articles, as is done to-day in many instances at almost cost, must be equalized by a larger profit-marking on other products. As for the elimination of competition, we shall find plenty of competition outside of the trade-marked merchandise, not only in prices, but in service."

A friend in the trade here has received a letter from Gardner Brewer, of Burlington, Vt., saying that he has fully recovered his health and that the only reason he didn't pay Boston a visit a few weeks ago as planned, was because he couldn't spare the time because he was so busy.

Harmon Davis, Rockland, Me., was here this week.

In addition to the Tajimi Co., H. P. & H. F. Hunt Co., George W. Beals and W. R. Claflin, there is now another firm at 41 Pearl street in which the trade is interested—the Boston Hardware Specialty Co., importers and manufacturers' agents, and dealers in tools, electrical novelties and specialties.

William P. Blake, of the Union Glass Co., 1st Cambridge, won the first men's prize, and Miss Blake the first women's prize, in the parade this week of the Dodge Bros. automobiles.

Word was received here Tuesday of the burning of the Ludington (Vt.) Woodenware Co.'s plant at Wilmington, with a loss of $150,000.

THE METROPOLITAN MARKET

A treat is in store for buyers at the showrooms of Mildock & Miller, where there are a number of new samples to be seen in the celebrated Royal Worcester china. A feature of the display is a beautiful new dinnerware shape known as the "Prince," designed along such graceful lines and so perfectly proportioned that it will appeal to the most discriminating. Another feature is a new process in decorating shown for the first time on a variety of service plates. The colorings and unusual effects produced by the new method are very striking.

D. King Irwin has just placed on display from the Cambridge Glass Co. as pretty a line of flower bowls as has been seen in the market this season. The bowls are in black and a very good blue in a medium shade. A variety of shapes are shown, both deep and shallow —ne of the latter in a flat flared style being very attractive. The concern has also brought out a flower-holder to match both colors.

Several more additions to the attractive 1916 line of innerware from the factory of L. Bernardaud & Co., Limoges, have arrived at the New York salesroom, and are proving a decided acquisition to the tasteful assortment. One open stock pattern that is much admired is a distinctive treatment showing a rich blue band from which depends a deep festooned design in a reddish brown. The plates are edged with coin gold and the dishes have gold handles. It is very artistic and thoroughly original, and gives promises of being one of the "hits" of the line.

That buyers appreciate the large stock lines carried in such an immenoe variety of items at the establishment of L. Straus & Sons is evident from the number noted at their salesroom selecting eleventh-hour needs in holiday goods. The assemblage of merchandise. in every department was never more attractive, having been augmented by recent large shipments of goods from Germany. In bronze and marble figures, busts and pedestals there is an exceedingly choice showing, while any number of novelties in other departments of the sort that make big sellers at this time of year are shown in great variety.

Frederick Skelton, representative of the Beaver Valley Glass Co., has received the first issue of an exceedingly well-compiled catalogue gotten out by the concern in the interest of the etched lines for which the factory is noted. It is beautifully illustrated, showing a number of their best efforts in this class of decoration, besides giving prices and other valuable information for the dealer. A copy may be had upon application to Mr. Skelton or to the factory direct.

One of the local factory representatives in the uptown district is displaying an exceptionally pleasing line of blown stemware in an unusually rich light cutting of his own origination. The gracefully-proportioned shapes and the beauty of the design, which is executed in a dull finish, have resulted in a success even beyond the expectation of the originator.

In a recent trip to several of the large cities one of the sales staff representing Fondeville & Van Iderstine, carrying the concern's new imported line of oil paintings on tiles and canvas, says he found buyers very receptive owing to the artistic qualities of the pictures and their surprisingly modest prices. The company now has a full assortment in stock for immediate delivery.

A late addition being exhibited at the salesroom of E. R. Thieler, representative in this country of Villeroy & Boch, is a new line of lamps in the well-known Mettlach ware. The bases bring out some striking effects in design and coloring. Each is tastefully mounted and fitted with a hand-painted silk shade to match, making a lamp that could not be improved upon for artistic merit, and of the kind in demand by the consumer who is looking for "something different."

The Horace C. Gray Co. will not represent the Lancaster Glass Co. nor Jos. Phillips & Co. the coming year, having discontinued the lines.

SALESMEN NOMINATE OFFICERS.

THE members of the Pottery, Glass and Brass Salesmen's Association met in the rooms of the Crockery Board of Trade at noon on Friday last to nominate officers for the coming year. There was the usual delay in getting a sufficient number to transact business, and when the meeting was called to order there were only fifteen present, although three more came in shortly afterwards.

The president, E. F. Anderson, was in the chair, and Frank Ackerman acted as secretary in the absence of Mr. O'Gorman. Mr. Anderson announced that the meeting was an open one; no slate had been made up;



J. DUNCAN DITHRIDGE.

and any member was eligble to any of the offices. Publicity had been given of these facts, and if anyone had any kicks coming now was the time to make them. He would suggest, however, that in making nominations the importance of selecting those who could be summoned quickly in case of emergency should be considered. There were times when it was necessary to call the board of managers hurriedly to pass on death claims, as it sometimes happened that the benefit money was needed at once. He then called for nominations, with the following result:

For president, J. Duncan Dithridge; vice-president, John Nixon; secretary, J. F. O'Gorman; treasurer, Geo. Hamilton.

For directors to serve three years—three to be elected: W. F. Anderson, R. E. L. Wells, Justin Tharaud, A. A. Bean, Lee Schoenthal, A. H. Hays.

Territorial vice-presidents—one to be elected: W. C. Lynch, East Liverpool; M. K. Lindner, San Francisco; H. A. Marshall, Chicago; W. L. Mirrielees, Chicago; W. Tracy Bergen, St Louis; A. H. Sharpe, Buffalo, Paul M. Phillips, Boston; Robt. W. Corey, Boston; O. E. Green, Baltimore: Louis A. Carter, Philadelphia; John A. Nixon, Philadelphia; Watson W. Lang, Pittsburgh; A. J. Tourangeau, Montreal; Wm. Junor, Toronto.

It was voted to hold the annual meeting in the rooms of the Crockery Board of Trade on Friday, Dec. 17, at 10 o'clock in the morning, at which time the b lots would be counted. Mr. Anderson said he hop there would be a good attendance at that time. The were nearly 1,000 members on the roll, and he hop that they would take enough interest in the Associati to offer suggestions for its benefit, either in person by letter. If any changes were desired in the co stitution an opportunity would be given to file notice such changes.

SUMMARY OF IMPORTS AND EXPORTS.

STATISTICS for the nine months ending Septemb 30 show that the falling off in English potte amounted to $132,443 compared with 1914, and $14,- 891 compared with 1913.

Germany and Austria combined lost $1,587,675 s against 1914 and $2,009,325 in 1913. The total imp tation from the two countries for nine months in 19 was $3,410,816, and in 1915 $1,411,491, or just abo two-thirds.

France lost $254,965 as against 1914, and $714,9 in 1913, or about one-half.

Japan lost $93,210 as compared with 1914, a $149 769 in 1913.

The total falling off was $2,000,229 as against 19 and $2,957,288 in 1913. In other words, our impor tions for 1915 were about one-half as much as 1913.

We imported about half as many toys in 1915 s we did in 1914, and about one-third as many as in 19

We imported about half as much glass in 1915 s in 1914, and a little more than half as much in 1913.

Our exports of pottery for nine months endi September 30, 1915, were $106,682 as against $107,6 for 1914. Earthenware and stoneware for 1915 we $213,231. In 1914 they were $324,156. Sanitary wa was exported to the value of $46.623 in 1915, and no at all in 1914.

In 1915 we sent abroad glass to the value of $- 506,186 as against $1,692,344 in 1914.

PACIFIC COAST CONCERN OPENS NEW YOR SHOWROOMS.

NEGOTIATIONS for a showroom in New York C in which to display their sample line, and whi have been quietly conducted for some time by t Dohrmann Commercial Co., the well-known wholes ers and retailers of San Francisco, were concluded l week when they decided upon 85 Fifth avenue, corr of Sixteenth street, as being one of the most cent l locations of the uptown district. Here they occupy p of the spacious seventh floor of the building with F deville & Van Iderstine, and have already created qu a sensation with their unusual line of oriental goo They will specialize in Japanese ware executed at th

wn factory in Japan, but very different in character om what is ordinarily seen, being fashioned in distinc- ve designs originated by the Dohrmann Co to meet merican ideas. In short, they are fine Japanese oods Americanized along exclusive lines that have ken a long time and a great deal of study to perfect. he display is now in readiness for the reception of the ade, and there is no doubt but what buyers will take lvantage of the first opportunity of seeing what is gen- ally proclaimed one of the best lines of its kind on the arket. A. B. C. Dohrmann, of the concern, and C. . Joseph, wholesale manager, are here superintending e opening of the new salesroom, which will be in harge of Herbert L. Schamberg under the supervision Mr. Joseph, who will divide his time between here d San Francisco. Mr. Schamberg has been associ- ed with the company for a number of years, and hile he will make his headquarters here he will travel well, covering all the territory east of the Missis- ppi.

IREWORKS FACTORY BECOMES DOLL SHOP.

OLL making has received a tremendous impetus in this country as a result of the war, and several w factories have been opened. In some cases dolls ve been substituted for other lines of manufacture, t Randolph, Mass., is probably the only town in the untry in which a fireworks factory has been turned to a doll shop. The Randolph plant of the American reworks Co. is now rushing on orders for dolls, and parently doll-making is to be continued as a perma- nt business, for one whole building has been made in- a doll factory. The making of fireworks has not en abandoned, but the two widely different products e being shipped by the same concern in big automo- le trucks which run direct to Boston.

This plant is operated by three brothers, Italians, d practically all the operatives are Italians. As a atter of fact, Italians are very prominent in doll-mak- g wherever this business has been established. They em to have a special aptitude for this sort of work d are very quick.

Big dolls and little dolls are made at the Randolph ctory, but all have unbreakable heads made by a cret process in New York and shipped to Randolph in antities. The heads are made by being run into olds, but the material used is not allowed to be known. he faces are tinted by an air-brush which gives the eeks the delicate blush so much desired; but the es, lips and other features are colored by hand. ach artist has a special part of the work. One puts e blue in the eyes, while another drops on the bit of lor which makes the pupil, and so on.

All the rest of the work is done at the Randolph op. There the bodies are made, the limbs attached d the dolls dressed. Much of this work is done by alians girls, although some use is made of machinery, and a few jobs are assigned to men. The cloth for the bodies, as well as for the dresses, is cut by a man who works at a large table with an immense pair of shears and shapes thirty or forty thicknesses of cloth at one cutting. The bodies are sewn up on machines operated by electric power and then stuffed with excelsior or cork. After that the heads are put on and then the arms and legs are attached. Lastly, the dolls are dressed in their different garments.

W. H. BRADLEY IN TROUBLE.

EARLY last month W. H. Bradley, president of the J. D. Bergen Co., Meriden, Conn., make a personal assignment because of judgments amounting to $33,000 being entered against him by relatives. On November 12 a meeting of creditors was held in New Haven, when it was stated that his liabilities were $184,750 and assets $108,000. The unsecured liabilities—almost all to relatives—were $84,175. The rest were secured by mortgages.

He attended the Yale-Harvard football game Nov. 20 and acted queerly, leaving before the game was over. On Tuesday of last week he was found wandering in the streets of Bostou, unable to give his name. He was taken to a hospital, and afterwards to his home in Meriden. He recovered somewhat, but could give no account of himself from the time he left the game till he reached home. Owing to his illness further hearings in the bankruptcy case have been postponed.

ROCKINGHAM WARE IMPORTS.

IMPORTERS of Rockingham ware are entitled to a discount of 15 per cent ad valorem when making entry at the Custom House on these goods. It has been claimed by the Treasury Department for over a year that handlers of this merchandise were claiming an excessive discount, with the result that customs officials were instructed to allow only 5 per cent on this class of ware. Although special agents of the Department obtained much evidence regarding trade practices in England, which they laid before the reappraisement division of the Board of General Appraisers, the customs tribunal has found in favor of the American importers.

A CLEVER ADVERTISEMENT.

ONE of the most ingeniously-designed advertising devices we have ever seen is being sent out by R. E. Tongue & Bro., Philadelphia. While it is really only a blotter, it looks like a bank book with checks ready for deposit, and is so realistic that it is bound to be treasured as a curiosity.

FOUNDED IN 1874

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 2, 1915.

MANY buyers who have hitherto bought only imported wares have been obliged this year to use American goods, and the number is daily increasing, for it looks as though there would be a shortage of some kinds of foreign wares until the war is over. The CROCKERY AND GLASS JOURNAL has been the means of bringing many such buyers into touch with domestic manufacturers who could supply their wants, and stands ready to help in this manner all those who are in immediate need of goods. Subscribers should apply to this office for addresses of manufacturers. Per contra, manufacturers can undoubtedly find new customers among this class of buyers by advertising in our columns their ability to produce the much-desired wares.

LAWFUL COMBINATIONS A BENEFIT.

THE Federal Trade Commission, with headquarters at Washington, has sent out to merchants and manufacturers all over the country a somewhat voluminous set of queries calling for extended replies to what, epitomized, resolves itself into "Do you believe that the law now prohibits combination or co-operation solely for export trade?" It does not seem possible that there can be other than an affirmative answer to the question. It may be a wise law, both for home and foreign markets, for it is possible that without it combinations might be made which would be prejudicial to trade. On the other hand, it may be too drastic.

No one with any business sense will deny that if some kind of law were enacted which would permit the glass and pottery manufacturers to agree not to sell below a certain price, or to agree to sustain prices, they would be put in the way of making a decent profit without interfering materially with the rights of the ultimate consumer.

Some years ago there was a combination of glass manufacturers that worked well. It kept the prices of tumblers up from two to ten cents a dozen, according to values, and meant a profit instead of a loss. The retailer put on the additional price, of course; so the customer had to pay from five to ten cents a dozen more. But what householder would feel the loss of less than a cent apiece on a dozen tumblers, bought not more than twice a year?

Take dinnerware: Twenty-five or fifty cents additional on a set will often spell profit instead of loss. A big pottery recently took an order for several hundred dinner sets on which it was figured they made a fraction less than thirteen cents profit on each. It is dollars to doughnuts that when bad ware, breakage and other unlooked-for contingencies are taken into account they lost money. This order was taken in active competition. Prices were cut and cut again. Had there been a lawful combination the goods would have been sold on merit, not on price.

By all means, let there be a law enacted which will permit a reasonable combination and thus prevent serious price-cutting.

PERSONAL.

AFTER an extensive tour, Walter E. Wilken, of the Strobel & Wilken Co., returned from Japan last Saturday, very much pleased with his journey and with the kindly people he met in that wonderful land. He said that every minute brought him some new surprise, and he thinks the Japanese are a remarkable people. His mission was to arrange for lines of china, toys, baskets and fancy goods, and he was so successful that some of the goods are already on their way to New York. He met buyers from all over the world there. The return voyage was exceedingly unpleasant. He was nineteen days on the ship and it was tempestuous all the time, the wind occasionally blowing at the rate of 100 to 120 miles an hour. During the height of the gale the ship lost its steering gear, and for five hours and a half lay in the trough of the sea. At times it seemed that they would never see land again. He thinks the Pacific is misnamed.

W. H. Pooley, secretary of the J. H. Bergen Co., Meriden, Conn., spent Monday and Tuesday at the concern's New York office.

Lawrence Kinet, who has been in Porto Rico and Cuba since September calling on the trade in the inter-

st of the United States Glass Co., returned home on Wednesday well pleased with the cordial reception he received.

Charles Vogt, of Vogt & Dose, does not believe in taking outsiders into his confidence; therefore the announcement of his marriage on Thanksgiving Day will be received by the trade with much surprise. The wedding took place in Brooklyn at the home of his bride. The couple are now honeymooning in Porto Rico and expect to be away until December 15.

C. H. Hurlburt, buyer for the D. M. Read Co., Bridgeport, Conn., was in town the first of this week making further purchases for his holiday trade.

H. Benedikt left on Wednesday for Philadelphia, from where he will go West to make a week's visit to the factories he represents here.

E. J. Huott, formerly editor of "Pottery and Glass," was in the downtown district on Monday calling on a number of his friends in the trade. He still carries his arm in a sling as a result of an automobile accident on November 3.

H. R. Wylie, of Huntington, W. Va , is in town this week. He says the factory is so busy that they find to turn down orders for immediate delivery.

Felix Kohn, manager of the crockery and glassware departments for A. Lisner, Washington, D. C., spent the first half of the week here adding to his holiday stocks. He says his business is even exceeding expectations.

John Brosseau is in town this week on his initial buying trip for the Cleland-Simpson Co., Scranton, Pa., with whom he recently became associated as manager of the china and glass departments.

Nick Muessig, Western representative of B. F. Drakenfeld & Co., arrived in New York on Sunday for a conference with his firm.

Frank H. Vaughn, with the Brush-McCoy Pottery Co., left the road to spend Thanksgiving Day with his family in Boston, and came to New York on Monday for a little vacation.

Albert Roye, president of the Susquehanna Cut Glass Co., was making a short visit to New York this week.

Wm. S. Pitcairn and L. S. Hinman, accompanied by Mrs. Pitcairn and Mrs. Hinman, who have been spending over a month on a trip to the Exposition at San Francisco, are expected home the latter part this week.

J. V. Bergen returned the first of the week from a trip in which he did a record-breaking business.

Walter T. Wessels, of J. H. Venon's traveling staff, came home last week and left again on Monday for points in Pennsylvania.

Mrs. C. J. Huber, who has been with the Schwartz China Store, Houston, Texas, for the past seven years, is now connected with DeKyle Smith's china store at El Paso, Texas.

Sam P. Arnold, traveler for Mogi, Momonoi & Co., returned the latter part of last week from a long trip and left for Philadelphia on Tuesday.

W. P. Graham, of Graham & Zenger, spent two days duck-hunting on Long Island last week and is feeling very proud of his marksmanship, for he secured forty-two.

R. Lober, head modeler at the factory of S. A. Weller, Zanesville, O., arrived in town on Monday to spend a short vacation.

C. H. Taylor returned on Tuesday from a trip to Zanesville, O., where he visited the S. A. Weller factory, for which he is representative here, and looked after other business interests in that city.

H. L. Seixas, traveling representative for Edw. Boote, arrived home on Wednesday after a long and very satisfactory trip through the West.

Other buyers in town were A. G. Hedstrom, for Sage, Allen & Co., Hartford; W. J. Harkness, for Sibley, Lindsay & Curr Co., Rochester; S. J. Watts, for Woodward & Lothrop, Washington; W. E. Woods, for Porteous & Mitchell Co., Norwich, Conn.; A. H. Baum, for M. Goldberg, Washington; J. W. Moorehouse, for May Co., Cleveland; F. L. Sturtevant, for Forbes & Wallace, Springfield; J. H. Kazanjian, of Kazanjian & Co., Newport, R. I.

WHEN THE POTTERS MEET.

THE United States Potters' Association will meet in Washington at the Hotel Raleigh on Wednesday, December 8, for a two days' session. A banquet will be held Thursday night. No programme has been announced, but there will be plenty to talk about—the high cost of materials, for one thing; and unless the traditions of the Association are cast aside the tariff

will have its place in their deliberations. It is unlawful to combine to advance prices, so no concerted action can be taken in that direction. But there is nothing to prevent individual concerns announcing that they will raise their prices, nor is it against the law for others to take the cue. The retail trade has been expecting an advance for a long time, and will not oppose any action in that direction.

AN ENERGETIC SALES CONCERN.

THE American Manufacturers' Co., with head offices at 329 Market street, Philadelphia, will have a page advertisement in our holiday issue setting forth their facilities for handling and marketing any product that may be worth while. As manufacturers' representatives they have made notable successes with the lines they handle, and the factories placing their lines with them may always count upon the maximum of business. They have a large and efficient corps of travelers to demonstrate the desirability of the goods.

Within the past few months the concern has moved to larger quarters, where they have a splendid showroom twenty-five by three hundred feet, affording them space for the display of samples larger than any similar house in Philadelphia. The increase in business and the addition of new lines made the change necessary, so that now they have not only ample room for the display of their present lines, but space for any new ones that may be taken on. Manufacturers of wares who are not represented in Philadelphia or the East, and who want live wires to push their products, will make no mistake in communicating with them.

STENOGRAPHERS AND THEIR WORTH.

ONE detail of the plan to organize the 40,000 women stenographers of this town in a league to raise wages to a minimum of $8 a week will stir the enthusiasm of the most cheese-paring employers. It is that which proposes the investigation of schools of shorthand and typewriting and the adoption of measures for the suppression of those which turn out incompetent, half-instructed pupils to plague business men by their incapacity and general unfitness for the tasks they undertake.

The truth is that a great number of so-called stenographers and typists are not worth a minimum wage of $8 a week or $8 a year, says the "Sun." They are hired at any price only because some shift must be made to do the work they mangle. The products of their efforts drive their masters' correspondents to frenzy; their inefficiency is the real cause of that distracted, worried look so often seen on the faces of the office managers. Some of them, it is asserted, are willing, industrious, faithful; but their good qualities only emphasize their incapacity.

An organization that, while striving to better the condition of all stenographers, would improve the technical skill of its members and make them worth the wages they get, would be a welcome adjunct to the machinery of every business. We have no doubt that if it gave promise of success in its double mission, those members of society collectively known as "the old men" would joyfully agree to pay the wages it demanded, and in addition support the association as long as hope for it survived in them.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN wanted to sell an imported line of china and fancy goods for old, well-established concern. Good opening for live, active man. State age, experience, territory covered, salary expected. Address Box A 971, this office.

SITUATIONS WANTED.

SALESMAN with fifteen years' experience on the road. An selling both imported and domestic lines for past fifteen years (although a young man) to the wholesale and retail hard ware, housefurnishing, crockery and department store trade Am particularly strong in South and Southwest, but hav covered the Middle West and am well known to New York Cit trade. Wish to make a change January 1, 1916, and connec with a reliable firm seeking a man who is a successful salesma and a hard worker. Can furnish best of references. Will kee all correspondence absolutely confidential. Address Box A 97(this office.

CONNECTIONS WANTED—Cut glass salesman open for ne connections. Five years with present cut glass firm. Fo New York and New Jersey territory. On salary or salary an commission. Am well acquainted with department store an jewelry trade; also export trade. Will only consider popula priced line. Satisfactory references. Address Box A 967, th office.

EXPERIENCED pottery salesman for the West, Middle We and the Coast; twenty-five years' experience. Have a larg acquaintance in above territory. A1 references. Address Bo A 972, this office.

BUYER of china, housefurnishings and electric fixtures, present employed, desires to make change January 1. U to-date methods. A1 references for character and ability. Pos tion preferred in small live city. Address "ABILITY," th office.

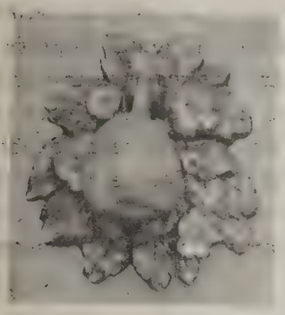
WANTED, by an experienced traveler, a line of ware to tal out on the road on salary or commission. Eastern ter tory preferred. Address Box A 973, this office.

BUSINESS OPPORTUNITIES.

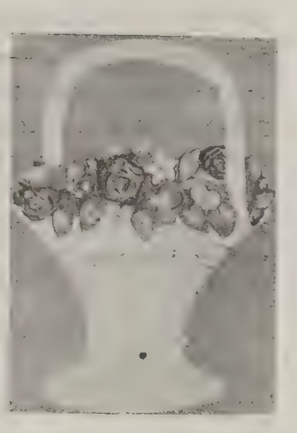
FACTORY representative of thirty years' experience in c glass, pottery, electroliers, etc., with large salesrooms ce trally located in Chicago, wishes to represent factories as sellin agent on commission. Have had twenty-two years' road e perience. Best references covering ability and personal cha acter. Lines can be taken on January 1st, 1916. Address B A 965, this office.

Require Sole Rights.

OLD-ESTABLISHED and large English importing firm quire sole concessionary rights for all sorts of glassware pressed glass, blown glass, plate glass, medicine bottles, e Address Box A 966, this office.



The Vogue of the Day



"Keep the Door Open."

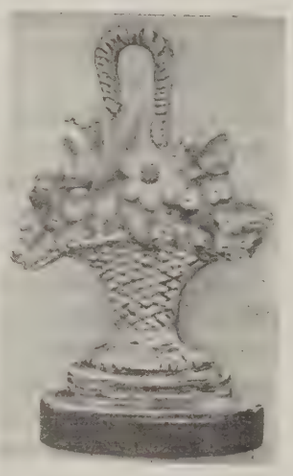


METAL DOOR STOPS painted by hand in handsome natural and antique colors.

Also Marie Antoinette and old Colonial Door Knockers for chamber and boudoir doors.

A profitable all-year-round line, and particularly attractive for the holidays.

Sample assortments ready for shipment.







Ferdinand Bing & Co.'s Successors,

67-69 IRVING PLACE, NEW YORK.

IMPORTED ART WARES,

MARBLES, BRONZES, LAMPS, ETC.

BUSINESS BRIEFS.

Woolworth's five and ten cent store, Mt. Pleasant, Pa., suffered a loss of $15,000 by fire, and Kobacher & Son's department store, occupying one-half the same building, a loss of $100,000.

Wm. H. Plummer & Co. has been incorporated in Delaware, to manufacture crockery, glassware and similar articles; capital, $150,000; Henry G. Wenzel, Jr., William H. O'Neill, and James Carty, New York, are the incorporators.

The Susquehanna Cut Glass Co. are now occupying a new factory building at Columbia, Pa. The company started five years ago in a buildng sixteen by ten feet. They now occupy 6,000 square feet. Albert Roye is president, and Walter Roye secretary and treasurer.

U. S. STAMPS VALUELESS ABROAD.

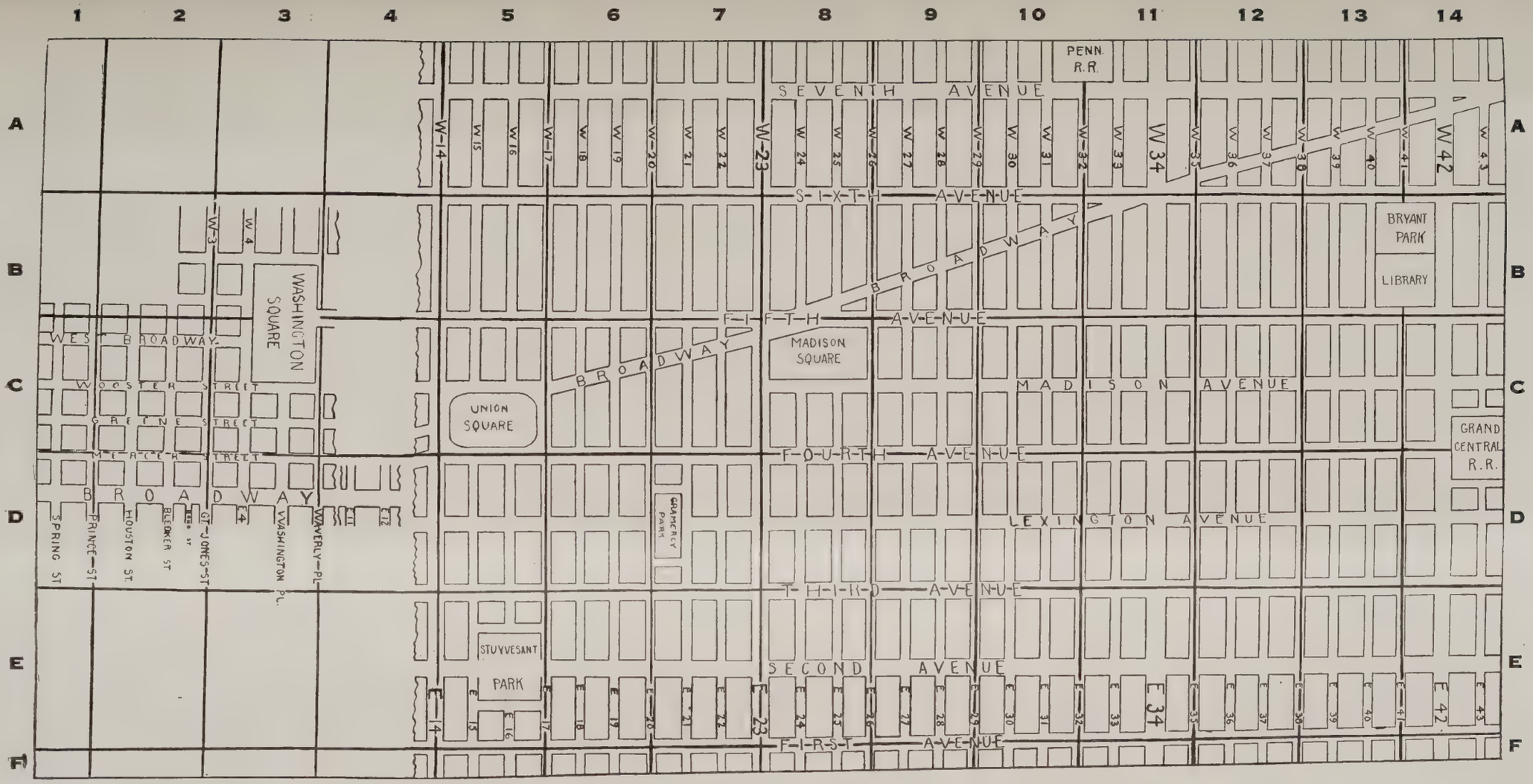
MANY American firms inclose in their letters to the Copenhagen consulate stamped envelopes or postage stamps of the United States. These envelopes and United States stamps can not be used for return postage. Persons and firms in the United States finding it expedient to send reply postage should make use of the international reply coupon, which can be purchased at all post offices in the United States, and these coupons can be exchanged by the consulate for postage in Denmark to be used on letters destined to the United States.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place	C 3	Fostoria Glass Co., 66 W. B'way	B 4	Redon, M., 25 W. B'way	C
Benedikt, H., 71-73 Murray St.	B 4	Friedlaender, Oscar O., 40 Murray St.	C 4	Roessler & Hasslacher, 100 William St.	D
Bergen, J. D., & Co., 50 Park Place	C 3	Goetz, O., 43 Murray St	C 4	Slimmon, Robt., & Co., 96 Chnrch St.	D
Brush-McCoy Pottery Co., 25 Park Place.	D 4	Honesdale Decorating Co., 36 Murray St.	C 4	Straus, L., & Sons, 42-46 Warren St.	C
Bernardaud, L., & Co., 46 Murray St.	C 4	Koscherak Bros., 29-31 Park Place	C 4	Takito, Ogawa & Co., 25 Park Place	D
Cambridge Glass Co., 92 W. B'way.	B 4	Kupper, Herman C., 52 Murray St.	C 4	Tarentum Glass Co. 25 W. B'way.	C
Cox & Lafferty, 25 Park Place	D 4	Maddock & Miller, 54 Murray St.	C 4	Tharaud, Justin, 25 W. B'way	3
Davison, John, 14 Barclay Street	D 3	Miller, Edward, & Co., 68-70 Park Place	C 3	United States Glass Co., 71-73 Murray St.	1
Dorflinger, C., & Sons, 36 Murray St.	C 4	Noe, Wm. R., & Sons, 53 Murray St.	C 4	Vogt & Dose, 65 Barclay St.	C
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Potomac Glass Co., 66 W. B'way	B 4	Williamsburgh Flint Glass Co., 96 Park Pl.	1
Drakenfeld, B. F. & Co., 50 Murray St.	C 4				

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Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
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Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co, 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
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Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co. 45 East 20th St.....D-7

AT CHICAGO.

INTEREST in the china and glassware trade of this city now centers in the retail end of the business. Holiday shopping is now in full blast.

* *

Manufacturers' representatives are now most interested in the new styles which their factories are planning for the first of the year. Many of them are planning trips to the plants, and some have already started.

* *

Ira A. Jones, of Ira A. Jones & Co., is expected home the latter part of this week from a trip during which he visited the factories of the Pope Gosser China Co., Coschocton, O.; Gill & Co., Philadelphia; and the Seneca Glass Co., Morgantown, W. Va.

* *

Earl W. Newton will leave the latter part of the present week for a visit to the plants of the Imperial Glass Co., Bellaire, O., and the Economy Tumbler Co., Morgantown, W. Va.

* *

B. H. Palmer, traveler for the United States Glass Co., is expected to return to the local office at the end of the week.

* *

The Mohawk Clay Products Co., Perrysville, O., represented here by Henry Fox, announces that it will replace any piece of "Moco" cooking ware which crazes as a result of rapidly-changing temperatures.

* *

J. P. Randley, who represents the Sebring Pottery Co. here, has returned from a brief business trip.

* *

The salesmen of the Cut Glass Products Co. are all expected home within the next few days, to remain until after the first of the new year.

* *

Local hotels have been rather barren of travelers in the china and glassware trade during the past week, and few are expected until after January.

* *

Kelly & Reasner, factory representatives, have received some new samples in hand-painted glassware of high quality from the American Glass Specialty Co., Monaca, Pa.

* *

District Attorney Charles F. Clyne announces his intention of waging war against fraudulent failures in Chicago and vicinity on behalf of the Federal government. Mr. Clyne believes that there have been too many failures of late where there was an evident intention on the part of the bankrupt to take advantage of his creditors. He declares that he will make an example of the next conspicuous case of this sort which comes to the attention of his office.

* *

China and glassware firms were victims a year ago in the failure of the Ischmael Department Store here, and last week a jury took just twenty minutes to decide that four members of the firm—Fred Ischmael, Thomas Potterf, Charles Smith and Koppel Friedman—had been guilty of defrauding their creditors. The men face a

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways.
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE.	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR.	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China
The MUNICH,	"
The GRENADA,	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	"
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain.	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

possible fine of $10,000 and two years in prison. The case grew out of the involuntary bankruptcy proceedings started against the company at the time. When the defendants learned that their creditors were about to file a petition they moved a largs amount of merchandise out of the store to certain other places about the city, and the assets of the company, which would have been close to $100,000, were thus reduced until the creditors received practically nothing.

* *

Executives and employees of Carson, Pirie, Scott & Co. mingled at the annual ball of the Employees' Mutual Benefit Association held last week. More than a thousand were present. The luncheon and tea rooms, occupying the entire eighth floor of the store, were used for the purpose, and everybody danced till a late hour.

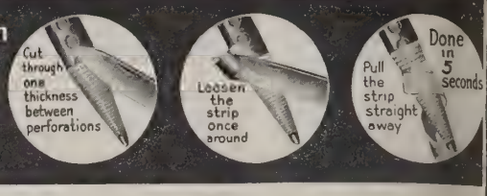
* *

Hugo Pick, of Albert Pick & Co., has returned from a brief business trip.

SHOT BY DISCHARGED EMPLOYEE?

AS he was going to his work at the factory on Tuesday morning, of last week, Thomas McCormick, general superintendent of the plant of the Imperial Glass Co., Bellaire, O., was shot and seriously wounded in the arm. An Italian, recently discharged, has been held for the deed.

The modern way to sharpen a pencil



Puts pep into your business!

Slick for marking prices!

Great to touch up your whole store with life and color!

Every business needs jacking up now and then.

No better way than to display color signs in your store and windows, write ads in color on your bulk glass and showcases, announce something new and bright every day. This Blaisdell pencil will do it. It's a pippin for marking all smooth surfaces, and it lasts long and costs little. Try it!

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross.

Order by number from your jobber or stationer.

Blaisdell Pencil Company
PHILADELPHIA

New Designs, both in Shapes and Patterns, in all lines.

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

25 PARK PLACE.

'Phone, Barclay 6092. Chicago Office, 325-31 W. Madison St.

Catalogue Upon Application.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. P. ROOD, Representative. 25 WEST BROADWAY.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co. — Wheeling Decorating Co.
Smith-Phillips China Co. — Desmond Art Novelty Co.
National China Co, — Corona Cut Glass Co.
George Bros. Pottery Co.

71-73 MURRAY ST.

Oscar O. Friedlaender, Inc.

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co.,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades,
Novelty China Lamps, etc.,

45 EAST 20th STREET, near 4th Ave.
Tel. Gramercy 5315.

Haviland & Co

11 East 36th St.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building.

GUERNSEYWARE.

EARTHEN—Brown, White-Lined.
PORCELAIN—Ivory White, Brown Betty and Olive Green.
Cooking and Serving Dishes.

16 West Twenty-third Street.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
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The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

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Tel., Madison Square, 6435 and 6436.

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FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

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Dohrmann Commercial Company,

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Permanent Sample Room and Buying Office.

The "different kind" of Oriental lines. For import only.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

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H. Northwood Co.
Glassware—Colored and Decorated. Illuminating.

Mercer Glass Co.
Lead Blown Light Cut Glassware.

Tel. Madison Square 9723. **19 MADISON AVENUE.**

HORACE C. GRAY CO.,

Tel. Gramercy 6311. **Fifth Avenue Building.**

REPRESENTING:

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware, plain, cut, enameled and etched.

Indiana Glass Co.,
Pressed Table Glassware and Lamps.

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Illuminating glassware.

Lancaster Glass Co.,
Pressed Crystal and Decorated Glassware and Vases.

Jos. Phillips & Co.,
Hand Engraved and Cut Glass.

The Sterling Glass Co.,
Rich Cut and Engraved Glassware.

Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

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Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,

W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

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Representing Porzellanfabrik Tirschenreuth,

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The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

43 WEST TWENTY-THIRD STREET.

ESTABLISHED 1873.

Brass and Rubber Covered

SELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.

ABELS & CO.

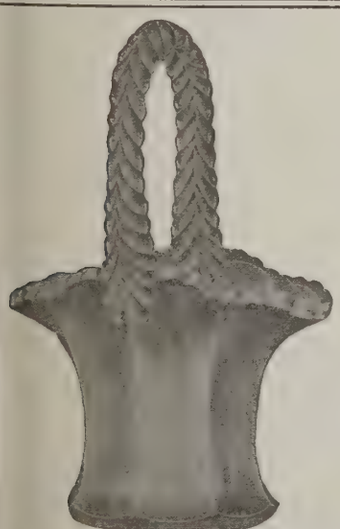
Manufacturers,

460 West Broadway, New York.

JUST so sure, Mr. Merchant, as you are reading this paragraph, hundreds of others would read your advertisement if it occupied this or any other space in our pages. The cost is trifling compared to the results attained. Write us about it.

ROBERT RAWSTHORNE ENGRAVING COMPANY,

Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell-Court-3687 P&A Main 1196 PITTSBURGH, PA.



No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

THE DUNCAN & MILLER GLASS CO.,

WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg. Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco.

ESTABLISHED 1869.

B. F. DRAKENFELD & CO.

Incorporated

Pottery and Glass Colors.

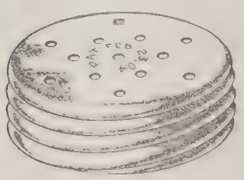
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

50 MURRAY STREET. NEW YOR

East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.

We now carry about forty stock sizes. Write us for samples and prices.

A GOOD COST AND EFFICIENCY SYSTEM may seem to cost more than the other kind; but in reality it does not, because a man in business pays for anything he should have to increase efficiency, whether he has it or not.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.

Huntington Bank Building, Columbus, O.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

New York Office: 96 Park Place. Factory: Brooklyn, N. Y.

The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 35 West 23d St., New York.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



Fac-simile of Label.

MADE IN AMERICA

The ROESSLER & HASSLACHER CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:

PERTH AMBOY, N. J.

WAREHOUSE

East Liverpool, Ohio.

HARRY W. SMITH, Manager.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

OUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated our store will attract favorable attention to itself as l as to your entire line.

We do not wish to load you up with stock, but will you a single sample lamp, knowing that larger orders follow.

It is preferable to an electric reading lamp, because absolutely portable, and produces actual artificial hine, enabling the user to work or read with the least ible eye-strain.

An excellent Holiday Gift as well as an everyday r. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive s plan.

HE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades; also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.
Cuspidores and Match Safes.
Casseroles, Pie and Baking Dishes.
Fire-Place Fixtures—Andirons, Fire Sets.
Fenders, Coal Hods, Umbrella Stands, etc.
"Perfection" Student Lamps.
Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.
Office, 332 East 28th St., New York City.
Rolling Mills and Factories: 27th and 28th Sts. and 1st ave.
Western Sales Office, 180 N. Dearborn St., Chicago,

ESTABLISHED 1864.

lartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and se what we have to offer you for 1916. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

A. GREDELUE.



Glassware.
Toilet Ware
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

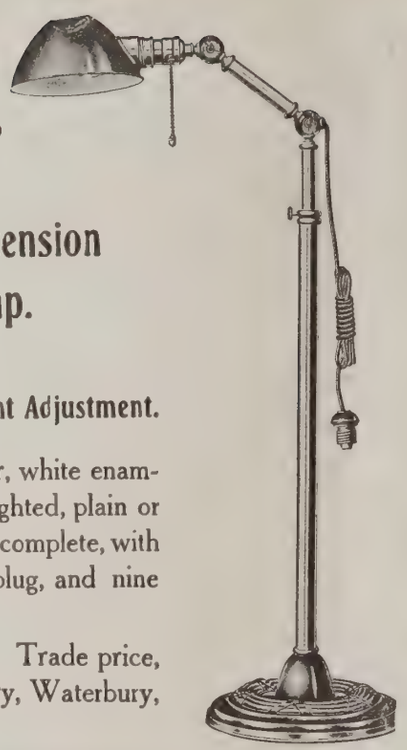
FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

THE

"PLUMWOOD"

Adjustable Extension Floor Lamp.



Brushed Brass Finish.
Ball Joint Adjustment.

Parabolic Brass Reflector, white enameled inside. Heavy, weighted, plain or embossed base. Wired complete, with pull socket, attachment plug, and nine feet silk cord.

Packed one in a box. Trade price, $7.50 each, f.o.b. factory, Waterbury, Conn.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

NOW IS THE TIME TO PURCHASE Y
HOLIDAY LINE OF PORTABLES.



No. 1227½

Make your display early. See display at our showrooms. A
will bring our salesman.

The Pittsburgh Lamp, Brass and Glass

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston. 127 Federal St
Kansas City, 309 Victor Bldg.

PILABRASCO

St. Louis, 614 Laclede
Light Bldg.
Baltimore, 122 W. Balt
Chicago, 110 S. Wabash
San Francisco, 618 M

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Cana
R. E. Davis, representative, 113 Wortley Road

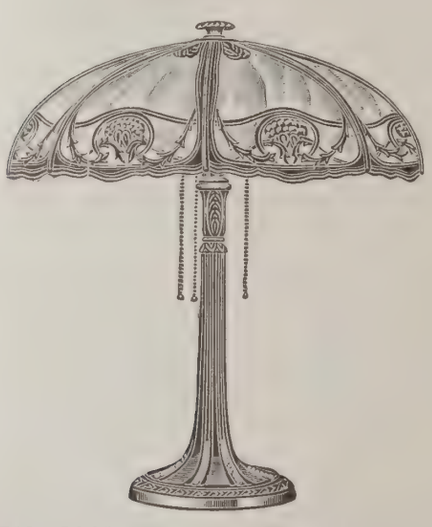
Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. FIREPLACE FURNITURE.

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & Co

GOODS ARE RIGHT,
PRICES ARE RIGHT,
LOCATION IS RIGI

It costs but five cents and a *few* minutes' tin come to our store from *any* part of New City.

COME AND SE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burn
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway, **New York**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randol
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

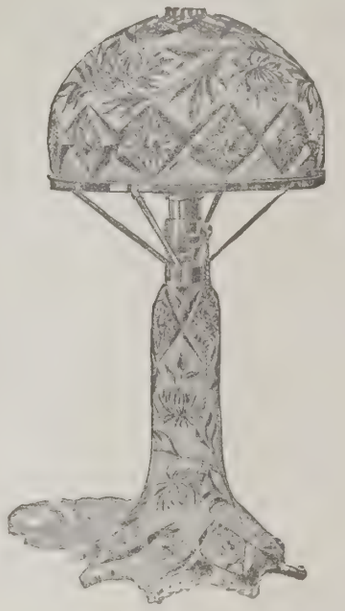
o 82. No. 24

Dec. 9, 1915

LAST CALL.

THE Holiday Number of the "Crockery and Glass Journal" will be issued December 16th. All advertising copy must positively be in our hands on the morning of Monday, December 13.

Beautiful Electric Portables



VENUS. 19 in. high.

Have you seen these handsome lamps? The shades are frosted, giving a soft light, which adds a pleasing effect to any room.

AN APPROPRIATE GIFT for the home or office—an ideal centerpiece for the table.



MARS. 15 in. high.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company
POTTERS.

THIS TRADE THE COLONIAL CO. MARK
CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER, TOILET AND VITREOUS HOTEL WARE,
FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
F. PLASS & BRO., 145 West 18th St.

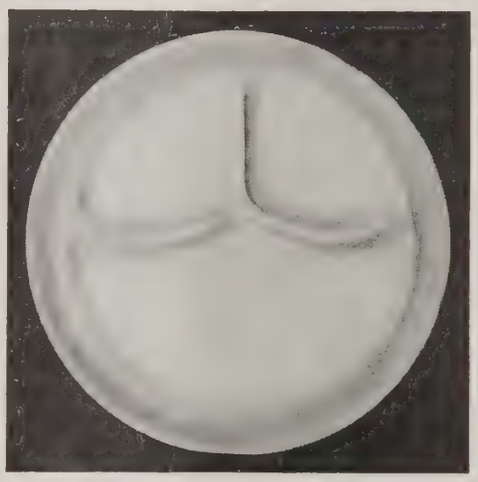
Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



Vitrified Three Part Grill Plate
Has distinctive features that meet all the requirements of the hotel and restaurant trade
Write for full details
THE MAYER CHINA COMPANY
BEAVER FALLS, PENNA.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



BASKETS

FOR XMAS GIFTS

51 Pieces - - - Only $20

The two illustrations here shown will give you some idea of one of the finest basket assortments that we have ever put out. Each assortment includes Fern Dishes, Fruit Baskets, Work Baskets, Sandwich and Serving Trays, Flower Baskets and Scrap Baskets. Every piece is a good selling size, and if your trade shows a preference for color you can have your assortment in either smoked bamboo (brown) or very rich dark antique oak.

No. 628 | 51 Assortment, $20.

Order this number if you want the brown smoked bamboo. The assortment contains baskets as illustrated.

No. 628 | 510 Assortment, $20.

Order by this number if you want the rich dark antique oak finish. The assortment is exactly like the one above except in finish.

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS

CLEVELAND, OHIO

China Glass Electric Goods House Wares



GUERIN & CO,

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & C**

Fall Sample Line Now on Disply

Shipments Arriving Regularly

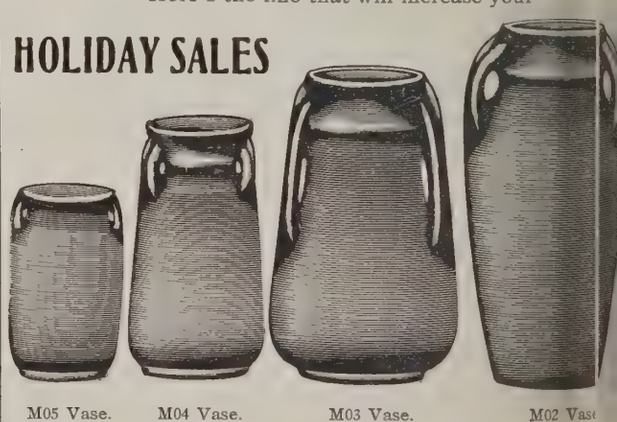
43 to 47 West Twenty-third S.,

NEW YORK CITY.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

HIS new line of Matt Green has fine texture, good colorand has appearance of a high-priced article, but can be re lled at a price within the reach of the masses. Made in *Jardinres, 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands* etc Send for handsome colored illustrations—just out. Ittel yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery C.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

FRANCE DÉPOSÉ C. AHRENFELDT LIMOGES

Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

This is the time to look over your stock and send in your orders so you will not miss any sales in the above patterns during the coming two busy months. *Prompt and careful service. Moderate prices.* Beautiful colored folders upon request to help you advertise.

Herman C. Kupper,

Importer.

52 Murray Street, New York.

Schierholz

ESTABLISHED 1818.

Libbey experience and Libbey reputation date back practically a century.

That fact is one of the most impressive arguments that the dealer in Libbey Cut or Engraved Glass can use.

He can tell his customers that no further proof of excellence is required than the mark

LIBBEY

"THE WORLD'S BEST."

Because it has been admitted for long years—everywhere—that Libbey materials, Libbey methods, Libbey designs and Libbey craftsmanship are unrivalled.

Let such suggestions creep into your sales-talk.

Make the most of the vogue enjoyed by Libbey Glassware.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 9, 1915.

THE CONDITION OF BUSINESS.

New York

Trade conditions are exceedingly favorable. The slight lull noticed in the demand for foreign goods was, as expected, only temporary. Orders for French goods particularly are exceeding the utmost expectations of the importers, and, judging from their size, the factories will have all they can do to meet the requirements of the American trade. Those who are buying liberally now are wise, for it is more than probable that there will be a further advance in prices later on.

The German importers are also booking orders in large volume, the buyers being seemingly content to wait for shipments, believing that the promises of the importers will be fulfilled and that they will get their goods.

The English importers are doing a good business, and are fast filling up their factories with orders for spring deliveries.

Japanese importers have been busy since our last reports and are taking good orders for future delivery. At the same time buyers are taking a fair volume from stock, close as it is to Christmas.

American manufacturers are having a tremendous business. The majority are filled up, having booked big orders for future deliveries. The extensive white stocks which they carried have come in handy. The main difficulty now seems to be to get enough help to meet the requirements for decorated goods.

The glass trade is in a better condition than it has been in many months. There is a demand for almost all kinds of ware, and the manufacturers of blown glass cannot turn out goods fast enough to suit the buyers.

There is an increased demand for lime glass blanks for cutters, and there will be more cut lime glassware on the market from now on than ever was known before. The demand for light floral cuttings exceeds the supply. Mitre cuttings are also in demand, and if it were possible to get blanks the manufacturers would have a splendid business. As it is they are doing fairly well, although there is a noticeable shortage in the larger pieces, such as jugs, vases and bowls.

The toy trade has been as good as could be expected with the short supply. A few houses have been able to meet requirements, but there is many a wareroom that looks as if a cyclone had struck it. Domestic manufacturers are working night and day to fill the gaps, and are making money.

The demand for housefurnishings is excellent, and except for some shortage in aluminum goods the market seems to be well supplied.

The lamp trade is busy, and would be busier if buyers had been a little more prompt in ordering. The metal products have felt the competition of the wooden standards and silk shades to a considerable extent, the fad for the latter having grown considerably within the last few months.

Retail trade improves as the holiday season approaches. Dealers are feeling the shortage of goods to

some extent; but if they can not supply what people want they succeed in marketing something else. If trade keeps on as it is there will be a dearth of wares at the end of the month. Altogether the prospects for next year are exceedingly good.

✂

East Liverpool and Vicinity

Every plant here has sufficient orders on hand to run full time until the year end, and many have orders booked for early delivery. Operation for months ahead is assured. The prospect is that next year will see an enormous demand for domestic ware.

✂

Pittsburgh and Vicinity

Not in years has the glass business been as active as now. All factories are in full operation, and enough orders are on file in many plants to insure steady work for the first quarter of the new year. Orders are plentiful, and as salesmen are off the road buyers are ordering by mail. New contracts for 1916 are not being accepted. That many lines will be sold under advanced lists during the new year is now certain.

THE GREATEST TOY MARKET.

NEW YORK is by far and away the world's largest toy market. The annual volume of trade at wholesale prices is $7,500,000, In mechanical toys and toys made of iron, tin, lead and brass, New York has ranked first as the world's largest market for twenty years. More recently the local toy interest has branched out in building wooden toy-making factories in the lumbering regions, where much of the refuse from sawmills make fine stock for toy makers and can be obtained at such low prices that European makers of wooden toys cannot compete against the larger producers of American wooden toys, who push trade throughout Europe and Asia.

There are 9,583 live patents issued by foreign nations to New York makers of mechanical and other toys. This assures a good market for those toys in countries which possess 200,000,000 children.

Exports of toys begin to be large in July, and the trade holds out until late in October, when all large consignments for the great marts of Europe must be forwarded to meet requirements for Christmas and New Year trade. There are now residing in New York City about 125 Indians who do fine work in basketry and bead-work and in toys to the order of local toy trade factories.

Rag dolls, all made by women and girls in this city, are sold in all countries. A Brooklyn woman who a few years ago began making rag dolls for one retail toyshop now employs 300 girls in her factory and farms out work to 500 women in and around New York. A Harlem woman, who originated negro dolls handsomely dressed for sale to well-to-do colored families, has built up a national business and has found a good market through local toy exporters to North Africa, where many kinds of American toys are distributed by caravans over enormous trading zones.

A factor in making American toys popular in Europe in recent years is the large number of gifts of toys sent from here by fathers, brothers or sisters of the little Germans, Russians, Poles, Austrians and Italians. There are many imitations of domestic toys in Europe, but the majority of buyers prefer the genuine American-made toys, which, while they cost a little more than the imitation products, are far better in quality and last longer.

BRITISH POTTERY EXPORTS.

THE British Board of Trade returns show that the value of British pottery exported from the United Kingdom in October, 1915, was $890,720, compared with $864,431 in October, 1914, and $1446,080 in October, 1913.

For the ten months ended October 31, 1915, the exports amounted to $8,295,981, compared with $11,098,214 for the same period in 1914, and $13,884,480 for 1913.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 20, '15	Corresponding period 1914	Exports Jan. 1st to Nov. 20, '15	Corresponding period 1914
Boston .	49	112	4006	5543
New York	31	204	8623	9347
Baltimore ..	67	16	6202	7424
Philadelphia...	70	30	2118	2241
New Orleans	4	5	735	1019
Newport News.	....	....	72	86
San Francisco	8	....	1533	1432
Portland, Me..	....	....	1094	1001
Galveston. ...	....	....	10	635
Portland, Ore..	....	....	159	5
Inland Points..	....	....	459	505
Total..	229	367	25011	29238

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 20, '15	Corresponding period 1914	Exports Jan. 1 to Nov. 20, '15	Corresponding period 1914
New York ...	31	204	8623	10170
Boston	49	112	4016	5613
Philadelphia	70	30	2115	2331
Baltimore	67	16	6202	7424
San Francisco	8	....	1503	1472
New Orleans	4	5	735	1095
Portland, Me..	....	....	1094	1004
Galveston	....	....	10	635
Newport News.	....	....	72	104
Portland, Ore	....	....	159	5
Inland Points	....	....	521	335
Total	229	367	25050	30188

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

"Buyers who come into the glass market in January expecting 'good' prices are going to be disappointed," said one of the best posted men in the glass industry last week. Some of the raw materials used in manufacturing have advanced from 25 to 33⅓ per cent since January last. Certain materials are almost extinct at present. After January no person under the age of eighteen will be permitted to work in the factories at night, and all help between the ages of fourteen and sixteen must be allowed two days off each week to attend school. On top of this the workmen's compensation law becomes operative January 1, and in order to comply with the rules of the casualty companies and the provisions of the law many improvements will have to be added to plants as "safety first" measures. All these things tend to increase costs of manufacturing, and an advance in prices seems inevitable.

Glass manufacturers are being importuned to accept business for 1916 delivery on contract, but all such orders are being politely refused. Numerous requests for 100-barrel lots for delivery at intervals during the new year have been turned down. The manufacturers are only accepting orders for delivery as soon as the goods can be made, and at the market price the time the order is received.

J. S. Walker, a well-known manufacturers' agent of Baltimore, Md., and Howard Bokee, representing the Heisey and Gill lines in the same city, spent a few days in this market late last week.

The Tarentum Glass Co. contemplates increasing its capacity by the erection of a new tank.

Among buyers visiting the market within the past few days were Leo Himmelstern, of Himmelstern Bros., San Francisco; E. Swasey, of E. Swasey & Co., Portland, Me.; Mr. Wright, with C. E. Wheelock & Co., Peoria, Ill.; Leo Arnstein, with the Ed Schuster stores, Milwaukee; Broders & Lavernze, of Davenport, Iowa. The latter is a new jobbing firm in glass and pottery. Mr. Lavernze was for a number of years connected with the Lorenzen and Western China Co., of Davenport.

It is also rumored here that a glass plant within a short distance of Pittsburgh contemplates the erection of a 14-pot furnace soon after the new year.

Shipments and sales during November by the United States Glass Co. reached a new high level, the total business for the month being the largest for November in the history of the company. Orders for early December are equally as heavy as those in November, and far ahead of those received at the same time last year. All plants of this company are now being operated at practically full capacity.

On account of the serious illness of his sister, Dave Prosser, the well-known glass salesman, has been summoned home. He will not likely leave here again until January.

Shares in Wheeling glass factories have been active of late. That of the Fostoria Glass Co. has touched 87, while the failure of the Hazel-Atlas Co. to declare a dividend caused a reaction in that stock from 183 to 175.

Thomas H. Butcher, of the Central Glass Works sales force, was in the district last Saturday.

The plant of the Higbee Glass Co. at Bridgeville, Pa., is operating full, and it would be no surprise to learn of its capacity being increased ere long.

Inability to get export shipments to seaboard is causing some of the chimney manufacturers no end of trouble. It is asserted that many cars of chimneys are being held between this city and New York, and no one can tell how soon they will be carried through to the different transfer points.

The suggestion has been offered that once a week during January the salesmen at the Ft. Pitt Hotel attend a noon lunch all by themselves. Last year the

glass salesmen only met at noon for one hour during the entire exhibit season. As one salesman put it, there would be an hour of freedom from business cares, and without a photographer being present.

CONGESTION CHOKES CITY'S COMMERCE.

THE return of prosperity, which is now being felt throughout the country, the increase in the foreign trade, the scarcity of ocean vessels as a result of the war, the blockade of the Panama Canal, and the export of large quantities of war material, have combined to cause a serious congestion of freight at the Port of New York, and in lesser degree at the other Atlantic ports.

So serious has this congestion become that the members of the Trunk Line Association of railroads have been considering measures of relief in the hope of preventing an embargo upon freight consigned to New York. The chairman of the Trunk Line Association informed the Traffic Bureau of The Merchants' Association that the Trunk Line Association has decided to reduce the present allowance of thirty days free time on traffic consigned under local—or domestic—bills of lading to this port for export, or ordered to vessels for export, to fifteen days. This change is to take effect January 1.

The new rule is intended to bring about a more prompt release of loaded cars and a more complete use of equipment.

The first understanding was that the rule should apply to the Port of New York. The Traffic Bureau protested against such a discrimination and the rule was then applied equally to New York, Boston, Philadelphia, Baltimore, Norfolk and Newport News.

It is the understanding of the Traffic Bureau that no change is to be made in the free time rule as to export freight forwarded under through export bills of lading based on actual ocean contracts providing for clearance within sixty days from the date of the railroad shipment.

A meeting of thirty or more members of the Association who are large shippers, especially for export, was held last Wednesday afternoon in the headquarters of The Merchants' Association to consider the new rule proposed by the railroads. J. C. Lincoln, manager of the Traffic Bureau, presided over the meeting. All of the speakers admitted the seriousness of the freight congestion here, but they were unanimous in objecting to the proposed reduction of the free time.

It was the general sentiment that the shippers are being compelled to suffer because the railroads are finding it impossible, either through lack of organization or for other reasons, to handle shipments. They expressed a willingness to co-operate in any way possible in order to expedite the movement of freight, and various suggestions looking to this end were made.

After a general discussion a motion were made by W. D. Batting that a committee of five be appointed to seek a conference with representatives of the railroa in order to ascertain whether means might not be four for abolishing the congestion without resort to a redu tion of free time. In case agreement cannot be reache the committee was empowered to request The Me chants' Association to ask the Interstate Commer Commission to order a suspension of the rule providin for the reduction pending a hearing during whic shippers might present their side of the case. Sever of the speakers complained that the railroads, althoug requested to do so, had failed to give the shippers a hea ing. Mr. Batting's motion was carried unanimously.

It would be necessary for shippers, in order avoid demurrage charges under the fifteen day regul tion, to adjust their shipments from the interior so th the cars would reach this port within a reasonable tin before departure of the vessel upon which the freig is to be forwarded. Demurrage charges under the fi teen day rule may also be avoided by shipping the e port freight under through export bills of lading, su ported by genuine contracts providing for clearan from the port within sixty days.

In order to relieve the present congestion t Traffic Bureau urges receivers of freight to arrange f promptly unloading cars. The release of a car mak it immediately available for other use, thereby decrea ing the car shortage, and makes room at the termin for another loaded car.

The Traffic Bureau is conferring with members The Merchants' Association with regard to the effect the change in the free time rule upon exports. A member of the Association who feels that he may adversely affected by the reduction in free time is r quested to communicate with the Traffic Bureau.

The trunk line railroads have appointed a cor mittee, with C. C. McCain as its chairman, to hold dai sessions for the purpose of expediting the movement freight at the New York terminals. In describing t situation, Mr. McCain said:

"A preliminary review of traffic on trunk lin leading to New York indicates that there are about 4(000 cars either at terminals or on the lines of the roa consigned to New York. Approximately 90 per ce of this number will require lighterage delivery either points in New York harbor or for export."

EMBARGO DECLARED.

On Tuesday the Lehigh Valley Railroad announc the first domestic embargo, and on its heels came similar announcement from the Central Railroad New Jersey. The embargo announced by the Lehi went into effect immediately and applies to all expo domestic and coastwise shipments of hay and stra export, domestic and coastwise carload shipments of kinds of wire and nails and iron and steel rails, and e port and domestic carload shipments of locomoti parts, machinery and all iron and steel articles.

The Central Railroad embargo applies to all e port freight traffic, hay, straw, locomotives and pa consigned in all New York deliveries.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

"Large interests which handle our lines have asked us for more outfits for salesmen than ever before," said J. C. Deens, sales manager for the D. E. McNicol Pottery Co., "and we are about to place an order for over 1,000 photographs immediately. Never since I have been identified with the pottery business have I found prospects brighter than they now are for the new year."

* *

Cards have been received here announcing the marriage at Dayton, Fla., on November 28, of Miss Dorothy Cecelia, daughter of Mr. and Mrs. Harry A. Keffer, to Earl W. Drake. Mr. Keffer is in charge of the sales department of the Cartwright Bros. Co.

* *

E. A. Albright, who has been living in Los Angeles, has returned to become general manager of the Albright China Co., Carrollton, O. "We plan to erect two more kilns before March," said President W. T. McNutt this week, "as our business is growing, and five kilns will not be enough for our requirements. We are now making six kilns production out of our present capacity by pushing every department."

* *

Four new shapes of salads in a great variety of decoration have been arranged by the West End Pottery Co. for 1916 trade.

* *

E. E. Wilgus, formerly identified with the sales department of the Buffalo Pottery, has severed his connection with that concern to become associated with the National China Co., Salineville, O. Mr. Wilgus and officials of the National completed arrangements at a meeting held in this city late last week.

* *

Thomas C. Copperstone, Middle States salesman for the Vodrey Pottery Co., spent a few days at the home office last week. William Cox, Eastern salesman, is due here. W. R. Rhone, Western salesman, was here this week arranging his line for 1916.

* *

Hand painted decorations will be the leading feature on the new "American" plain dinner shape of the T. A. McNicol Pottery Co. for 1916. The first of these treatments were placed in the sample rooms this week, and they are a marked departure from anything heretofore shown by this firm. A coin gold decoration is also a new addition to their dinnerware line.

* *

Buyers are coming into the market a little earlier than a year ago, and some rather liberal business has been placed. Among those who were here during the past few days were Morris Bergman, New York; E Swasey, of E. Swasey & Co., Portland, Maine; Leo Himmelstern, of Himmelstern Bros., San Francisco; Harry Hollander, with the Outlet Co., Providence, R. I.; Messrs. Broders & Lavernze, Davenport, Iowa, and Mr. Wright, with the C. E. Wheelock Co., Peoria, Ill.

* *

E. A. Unger, of New York, representing the East Liverpool Potteries Co. in that city, spent last week here arranging his new lines for the new year.

* *

John B. Macdonald, sales manager for the Knowles, Taylor & Knowles Co., has returned from a business trip to Chicago. Fred Kline, Southern salesman, spent last week at the home office. He will not start again until January 1. Joseph C. Davis, Middle States salesman, has returned from a late fall trip over his territory.

*

The Albright China Co., Carrollton, O., has filed an application for membership in the United States Potters' Association.

* *

Frank A. Leonard, for a number of years associated with the sales department of C. C. Thompson Pottery Co., has severed his connection with the concern and has been succeeded by Hal Huston, formerly with the Saxon China Co., Sebring.

*

Edward J. Touhill, road salesman for the Colonial Pottery Co., has returned from a late fall trip and will remain at the home office until the end of the year.

* *

E. W. Hammond, New York representative of the Knowles, Taylor & Knowles Co., is the only agency showing the new 1916 line of the concern. Complete lines have not even been arranged for the factory sample room, although this matter is being rushed with all

possible speed Other resident sample rooms will have the new offerings within the next fortnight.

* *

The Cartwright Bros. Co. will have fifty four new treatments on their new dinner shape to be shown in January.

The Vodrey Pottery Co. are showing a dozen new decorations on their "Risto" and "Melba" dinner shapes. Deliveries of the new line will be made in January.

AT CHICAGO.

UNANIMOUS expressions of satisfaction over the holiday trade are heard from the china and glassware representatives here. While the large orders have all been placed, there is no small amount of miscellaneous business, and the factory representatives are keeping busy looking after these late orders. The dealers and department managers report that business thus far has been beyond all expectations

* *

The Phoenix Glass Co. has moved from the Heyworth Building to the Garland Building, corner Washington street and Wabash avenue.

* *

A. H. Heisey, of A. H. Heisey & Co., Newark, O., was in the city last week.

* *

Henry Fox, who represents the Mohawk Clay Products Co., with office and display room at 30 East Randolph street, is preparing his shelves for new samples of "Moco" ware, the cooking ware line which has won so much favor among the department store buyers because it will not craze under the most severe tests.

*

The display rooms of Kelly & Reasner are being overhauled and placed in tip-top condition for the first of the year's new samples. All the tables are being painted and varnished, and an attempt is being made to make the color scheme of the place uniform.

* *

That District Attorney Charles F. Clyne means business in his announced determination to stamp out fraudulent failures here was indicated last week when four men who conspired to conceal the assets in the failure of a department store over a year ago were sentenced to prison for terms of from one to two years. He says that all similar cases will receive the same treatment, until it becomes a dangerous thing to fraudulently fail in this city.

* *

Walter Minnemeyer has returned from an Eastern business trip.

* *

Earl W. Newton, who represents the Imperial Glass Co. and the Economy Tumbler Co., is expected to arrive home at the end of the present week from a trip to these factories, and will at once superintend the work of finishing the removal of his stock from the Kesner Building to the large new display rooms at 9 East Madison street.

* *

Few traveling salesmen for Eastern houses have been in the city during the past week. Buyers are too busy now looking after the sale of goods to think of purchasing except what they absolutely need.

* *

W. B. Andrews is putting some fancy touches to his display rooms in the Atlas Block, varnishing the woodwork and rearranging the tables.

* *

Tubor & Vellick have opened a housefurnishing business at 1009 West Sixty-third street. Both men are experienced, and will handle a line of light goods and artistic specialties.

NEW JAR CONCERN FORMED.

THE Bloom Jar Co. has been organized for the purpose of manufacturing the new self-sealing jar which has been patented by David Bloom, of San Francisco. Factories will be started in Indiana and in Virginia, it was stated last week by Tom Schollenberger, of Chicago, who will have the Western representation of the output.

The men behind the company include several who are prominent in the Western world of finance—among others A. H. McPike, of San Francisco, and William Hale, also well known in promoting circles. Mr. Bloom has a large interest in the new company, as well as the rights on the patent. Stewart H. Frank also have charge of the New York end of the distribution.

"The trade has been waiting for a jar of this kind for a long time," said Mr. Schollenberger, when interviewed, "and as the new invention is practical beyond a doubt, we look for immediate success. The patent lies in a lid grooved on the under surface, and the insertion of a bamboo strip, which seals the jar with a quarter turn. I have already interested many buyers here. The jar can be used by packers of meats, fruits, candy, milk, cheese, and many other articles."

SANTA COMES BY AEROPLANE.

A VERY clever bit of advertising was done by Golwin's, Ltd., Montreal, a few days ago, when it had "Santa Claus" arrive in town in an aeroplane. The arrival had been previously advertised, and thousands of people assembled on Fletcher's Field and extended a greeting. Of course Santa went to the store shortly after his landing, and there makes his headquarters in a grotto until after the holidays. The idea made such a hit that other large stores will undoubtedly imitate it next year.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

TWO marked features of poor lighting are the prevalence of improper lighting accessories and the simplicity of the alterations necessary to convert bad lighting into good, says the "Lighting Journal." Even though the remedy is usually simple, it is not often applied, because of the ignoranee and conseqent indifference of the light-user. Where the lighting expert has been able to bring influence to bear conditions have improved considerably in the past few years; but, generally speaking, light-users are still victims of their own ignorance or that of the fixture salesman. In placing himself in the position of the customer in fixture stores one finds that the artistic value of a fixture is briefly and often solely discussed by the salesman, and the utilitarian value is often either unnoticed or unintelligently discussed. This is a conditton that must be changed, or the public must be educated to demand a proper lighting fixture. It appears to be the far more simple task to obtain the complete co-operation of manufacturers. Nevertheless, the public is at present the vietim of its own ignorance of the principles of proper lighting.



AT OSCAR O. FRIEDLAENDER'S.

No matter how often the buyer may see the line of electric and gas portable lamps made by the Royal Art Glass Co , there is always something new to attract his eye at their salesroom. The concern's progressive policy does not permit a single lamp to grow old; hence it may well be termed a line of "live ones" or an assortment that has been tested and has "made good." Their latest endeavors include a table lamp with a vase-shaped base and a mushroom shade with an overlaid border to match the design on the base; also an odd little boudoir lamp with a vase-style base and very artistic flared shade.

The Pittsburgh Lamp, Brass and Glass Co.'s "Delica White" lighting glassware is being used more extensively every day, for its users appreciate its com-



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

bination of beauty and perfect diffusing qualities. New designs and shapes are constantly being added to the line, among the latest being an unusually attractive shallow style in a very neat embossed pattern known as No. 777.

The line of adjustable floor and desk lamps made by the Manhattan Brass Co. is one of the best of its kind on the market. The very latest ideas in adjustable features are shown, making a lamp that is an ornament to any home and at the same time one of the most practical to be found.

So busy is the lamp shade department of Wm. R. Noe & Son's establishment that they find it difficult to keep up with orders. Every conceivable style is represented in the large assortment they make, which in-

cludes many entirely original conceptions in silk and cretonne.

The exclusive shapes and artistic qualities of the Roseville Pottery's line of vases are much appreciated by lamp buyers who are looking for something different for mounting. One of the features of the line is that there are scarcely two pieces alike; hence something distinctive can always be secured.

A display of vases for lamp mounts constitutes one of the most attractive departments imaginable at the showroom of the Tajimi Co. The numerous styles have been selected with a great deal of care, it being evident throughout the line that the manufacturers were well versed in the needs of the American merchants dealing in this class of goods. A line of Chinese decorations on a satsuma body, also on a Imari body, are taking well.

MAX SCHAFFER SUED FOR INFRINGEMENT.

THE Macbeth-Evans Glass Co. has filed a suit against Max Schaffer for infringement of letters patent covering the glass and batch for making a white semi-translucent glass. It is the intention of the Macbeth-Evans Glass Co. to prosecute all infringers and those who may be contributing to the infringement by handling the infringing glass.

WEDGWOOD TEAPOT FETCHES $200.

A LITTLE seven-and-a-half inch teapot sold for $200 in the sale of the Timothy F. Crowley collection of ceramics at the American Art Association Monday afternoon. It was a Wedgwood, with the date 1795, in blue and white jasper. For subjects it was decorated with Lady Templeton's "Maternity" and "Domestic Employment." It was sold to an out-of-town collector who bought under the "buying name" of Mr. Winthrop.

The Wedgwood medallion plaque of the "Medusa's Head," which was one of the most notable pieces in the collection, sold to Mrs. J. A. Davis for $175. Mrs. Davis also got a set of old Wedgwood plates shaped as shells for $81. A set of ninety-five Wedgwood portrait medallions which came from the Hargreaves collection sold to W. W. Nolan for $190.

J. Phelps Stokes gave $40 for Wedgwood plaques mounted upon an ebonized pedestal; James C. Green paid $85 for the Wedgwood statuette of "Infant Hercules Strangling the Serpent," in basaltes; James A. Goldsmith bought an old Spanish banquera for $150; W. W. Seeman gave $100 for a Wedgwood vase of black terra cotta; Mrs. Chelsea paid $155 for a Wedgwood medallion of "Omphale in the Lion's Skin."

Other sales were a seventeenth century Delt platter to Henry Symons & Co. for $110; a pitcher of violet lustre glaze to W. D. Brecker for $90; a pair of parrots in porcelain to Edward Michael, for $70, and five pa of Wedgwood bell-pulls to Mrs Gray for $65.

The total for the collection was $5,067.

THE PITTSBURGH EXPOSITION.

EIGHTEEN more glass and pottery manufactur have reserved space at the Ft. Pitt Hotel for t January Exposition than at the same time last ye A number of firms who have never had displays h during this season are on the list. Official reservatio with the location of the exhibits, are announced as f lows:

700-702 I J Collins, Hocking Glass Co.
704 W H Thomas, Diamond Glass Co.
706 L P Martin, Lancaster Glass Co.
708 H L Kelly, Indiana Glass Co.
710 A F Mayer, The Mayer China Co.
712 Carl Northwood, H Northwood & Co.
714 C E Taylor, Taylor, Smith & Taylor Co.
716 David Fisher, New Martinsville Glass Mfg (
718 H D Wintringer, Steubenville Pottery Co.
720 Geo R West, Westmoreland Specialty Co.
722 R B Reineck, Keystone Lines.
724 W F Witherall, Edwin M Knowles China (
726 F H Vaughn, Brush-McCoy Pottery Co.
728 A J Bennett, Cambridge Glass Co.
739 A A Graeser, Duncan & Miller Glass Co.
740 S P Kinney, Economy Tumbler Co.
742 E E Hamblin, S Herbert Glass Co.
743-97 Frank C Branum, McKee Glass Co.
773 Herbert K Connor, Crooksville,China Co.
776 J P Curry, West End Pottery Co.
778 C G Cassel, A H Heisey & Co.
784 H B Whitney, Phoenix Glass Co.
785 J M Uniack, Rochester Cut Glass Co.
788 W S Benford, E F Kupfer Cut Glass Co.
790 E W Hammond, E W Hammond Co.
792 W P Ellisson, Geo F Bassett & Co.
794 Swaney Hall, L E Smith Glass Co.
796 F J Classen, Cut Glass Products Co.
123-29-32 / 33-34-35 G S Bryce, Bryce Bros & Co.
136-37 W A Reaper, Co-operative Flint Glass (
127-28 H C Jenkins, D C Jenkins Glass Co.
539 Jerome Levinson, Empire Lamp Mfg. Co.
540 C P Reddrop, Summit China Co.
541-42 W T Berger, Central Cut Glass Co.
104-5 Geo Brownley, Lazarus & Rosenfeld
621 Mrs B Heuman, United Novelty Co.
544 Jack Patterson, D E McNicol Pottery Co.
636 R E Johnston, Rochester Cut Glass Co.
780 F I Simmers, Hall China Co.
604 T A Copperstone, Vodrey Pottery Co.
627-28 E E Wilgus, The National China Co.
637 W J Patterson, Star Cut Glass Co.
639 Alex Fraser, Beaver Valley Glass Co.
640 M Herbert, United Cut Glass Co.
642 J P Gordon, Jones, McDuffee & Stratton (
643 R C Fenton, The Fenton Art Glass Co.
670-1 J F Daley, A E Hull Pottery Co.
673 Milton Jones, Steinfeld Bros.
676 H F MacKenzie, cut glass.
678 E P Chapman, Demer Bros Co.
684 Geo H Woodworth, S A Weller.
685 J C Jonas, Tarentum Glass Co.
688 H P Knoblock, Potters' Co-operative Co.
690 G G Rodgers, Max Schaffer Co.
692 I M Clarke, John B Higbee Glass Co.
694 L H Bown, Buffalo Pottery.
696 Harry M Bortz, Ideal Cut Glass Co.
697 Walter L McClure, Hazel-Atlas Glass Co.

THE METROPOLITAN MARKET

A new earthenware dinner pattern among the latest arrivals from the Cauldon factory is attracting attention at the salesroom of Edw. Boote. It has a fine body and glaze, and the quaint shape will appeal to many. The design is a continuous spray effect in colors, with a black and white figured band or edge.

Edw. Craig has just received from the factory of the United States Glass Co. a fine assortment of opal goods, consisting of a baked-apple dish, with plates to match, fruit bowls, salad bowls, grape-fruit dishes, flower bowls, ice tub, and numerous other items. This concern produces an opal glass in a color and finish that strongly resembles china.

The E. W. Hammond Co. are having a great run on the new seventeen-piece breakfast set recently brought out by the Knowles, Taylor & Knowles Co. The shapes are good and the colors very effective.

The Duncan & Miller Glass Co.'s Old English optic line with its pretty ridged band decoration is growing in popularity every day, and its success has encouraged the manufacturers to add to the line until it may now be had in an unusual list of items for table use. The refinement of the design instantly strikes the fancy of the consumer looking for a dainty table service at a modest price. The whole assortment, including all the latest additions, is now being displayed at the salesroom of Paul Joseph.

An assortment of live items is being shown in the J. D. Bergen Co.'s attractively-priced "A Bud" and "Bud" designs. Nothing that they have brought out recently has caused as much favorable comment in the trade as these patterns. One is all floral and the other a combination floral and mitre cutting. Both are beautifully executed and finished.

It would be impossible for Takito, Ogawa & Co. to be more advantageously situated than they are in their new quarters at 101 Fifth avenue. Occupying a whole floor, they have every facility for displaying their lines of Japanese goods attractively. The main section of the salesroom is devoted to stock lines of vases, toys, baskets, lamps and novelties, a spacious room being reserved for the import lines, while still another large room is devoted to the shipping and receiving departments. Everything about the place is spick and span in its neatness, and J. Carl Underwood, the concern's new manager, is to be congratulated upon the good taste evinced in the furnishings and fittings.

There are so many attractive lines included in the Brush-McCoy Pottery Co.'s display at the salesroom of Cox & Lafferty that the buyer may profitably devote time to looking it over. In popular-priced jardinieres, pedestals, umbrella jars, vases, fern dishes, etc., the assortment would be difficult to surpass. The designs are all refreshingly original, and the texture and finish of the ware leave nothing to be desired, even in the least expensive lines. The "Basketware" design is an excellent seller, and there are numerous others equally popular.

A line that is steadily growing in favor with the hotel and restaurant supply houses is the hotel china turned out by the Buffalo Pottery. A. H. Ledden, has booked some very gratifying orders recently. Frequent additions to the assortment are made, assuring the buyer of the most up-to-date ideas in designs and shapes.

Justin Tharaud's latest importation from L' Union Cerauique Pottery comprises an exceedingly pleasing assortment of water jugs, hot milk jugs, etc. There is a diversified list of designs to choose from. Most of them have coin gold handles. One that is quite different from what is ordinarily seen has a floral spray in an odd coloring with a blue fancy line ornamentation on the handles.

Otto Goetz is showing an attractive line of fancy china in a variety of hand-painted designs of the kind that make rapid movers on the retailers' counters. Each is carried in stock for immediate shipment.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 9, 1915.

AS we go to press the members of the United States Potters' Association, having finished their labors in the convention, are enjoying their annual banquet at the Hotel Raleigh, Washington, D. C. Full details will appear in next week's issue.

LIKE BANQUO'S GHOST.

THE Government is in need of money; therefore the tariff question is bound to loom large in the present Congress. Everybody knows that as soon as this subject is agitated it puts a brake on business. It doesn't matter whether the rate is to go up or down—everybody gets the blues, just the same. If down stocks on hand depreciate. If up, the converse is supposed to occur; but the fact brings no advantage to crockery and glass men. When they have a chance to raise prices they rarely utilize it. Even now, when foreign goods are going up so fast that it is hard to keep track of the advances, the daily papers are full of "bargain sales" by retailers; and the manufacturers, who are paying more for everything in the way of raw materials, have not advanced their rates—or, at least, have made no public announcement to that effect, as the importers have done.

If there is to be a change in the tariff it will probably be a raise. But it is not likely that the American manufacturers will take advantage of the occasion. Whether they do or not, the fact remains that the agitation pending the passage of the bill will sadly interfere with business. At the time the Wilson bill was before Congress the importers and manufacturers got together to agree on an equitable duty—one which would protect the manufacturer and yet not be prohibitive to the importer. Unfortunately for the trade, there was a hitch at the last moment. The idea was practical, and but for meddlesome interference would have gone through. If the tariff on pottery is again to come up for discussion it might be a good plan to try it again—have committees from both sides fix a duty. Buyers could then regulate their affairs accordingly. At the last revision it was freely stated that rather than have the subject agitated both sides would have been content to let the duty remain without change. The reduction on china was of no value, compared with the annoyance caused; and it is a question even now if the loss of business on the earthenware end was not great enough to offset any advantages gained.

If it is possible to avoid a long agitation on the tariff this winter, by all means let us work to that end.

PERSONAL.

THE big changes in the New York crockery trade that have occurred within the past two or three years are particularly noticeable to casual visitors. A. B. C. Dohrman, of San Francisco, who has not been in New York for four years until now, was surprised by not only the numerous changes in location, but also in the personnel of the firms. Out of hundreds of people he formerly knew, scarcely threescore could be reckoned up. Mr. Dohrman will leave for home Sunday night.

⚜

Edw. Butler is making a trip through the New England States for Fondeville & Van Iderstine with the new lighting glassware lines of the Hocking Glass Co., for which the firm are representatives.

⚜

"Eddie" Hammond left Tuesday for Baltimore to visit the factory of the Furst Bros. Co., manufacturers of trays, whose line he represents here.

⚜

Horace C. Gray, head of the Horace C. Gray Co., left on Wednesday to spend several days at the factory of the Potomac Glass Co., Cumberland, Md.

⚜

Frank Smith, buyer for the Gilchrist Co., Boston, spent the first half of the week in town placing orders.

⚜

C. E. Cardon, who has been on a long trip through the West in the interest of J. H. Venon, arrived home on Monday, much encouraged over business conditions.

⚜

Oscar S. Straus is mentioned as chairman of the Civil Service Commission. It is to be hoped that he

may be chosen. The city needs men like Mr. Straus in office—men who are practical and above criticism.

⚜

Walter T. Wessels, of J. H. Venon's traveling staff, is back after a profitable week calling on the trade in Pennsylvania.

⚜

Herman C. Kupper paid a two days' visit to Pittsburgh this week and then made a long jump to Toronto, Canada. He found business good in both places.

⚜

We are in receipt of cards announcing the marriage of Benjamin Tredwell Kissam to Miss Edna Howard Park, of Rye, N. Y., on December 8. Mr. Kissam is the well-known salesman with Bradley & Hubbard. We extend our felicitations.

⚜

B. Tomby sailed on Wednesday by the steamer Frederik VIII of the Scandinavian-American line to spend the Christmas holidays with his relatives in Germany. While away he will also pay a visit to the Rinhold Schlegelmilch factories.

⚜

T. R. Crock, in charge of the lighting department of the Hocking Glass Co., spent a couple of days in New York this week with Fondeville & Van Iderstine, the New York representatives. He went to Boston from here.

⚜

Herman Kashins, cut glass representative, leaves on Sunday for Lawrenceville, Pa., to visit the factory of the R. H. Pittman Co. and complete arrangements for the introduction of a number of new designs the first of the year.

⚜

Edw. A. Unger, local representative of the East Liverpool Potteries Co., returned home last Sunday after a visit to the factory.

⚜

J. Howard Fry, of the Beaver Valley Glass Co., is spending Thursday and Friday in town, conferring with Frederick Skelton, the concern's local representative.

⚜

Wm. S. Pitcairn and L. S. Hinman, who, accompanied by Mrs. Pitcairn and Mrs. Hinman, have been visiting the exposition at San Francisco, returned home last Friday delighted with their experience.

⚜

W. W. Johns. buyer for A. A. Brager, Baltimore, who has been in the market for several days placing orders, left for home on Tuesday.

⚜

A. H. Takito, of Takito, Ogawa & Co., arrived this week at the concern's headquarters in Chicago from a several months' trip to the company's factory in Japan, and is expected at the New York office within a few days.

⚜

H. Benedikt came home on Thursday from a visit to the factories he represents here.

⚜

C. B. Joseph, wholesale manager for the Dohrmann Commercial Co., San Francisco, who has been in New York superintending the opening of the concern's new salesroom here, left for the Coast on Sunday.

⚜

A. H. Heisey arrived in town this week to attend the International Trade Conference.

⚜

Chas. W. Kerr, of the Iroquois China Co., Syracuse, N. Y., is in town this week conferring with the concern's New York representative, A. H. Hays.

⚜

Homer J. Taylor, of Knowles, Taylor & Knowles Co., East Liverpool, left on Wednesday for home after spending several days here conferring with his New York agents, the E. W. Hammond Co.

⚜

Other buyers in town were L. G. Wesselman, for Bailey Co., Cleveland; A. Montag, of Montag Bros., Atlanta, Ga.; B. F. Welden, of Sisson Bros.-Welden Co., Binghamton, N. Y.; J. Postley, Baltimore (Md.) Bargain House; L. C. Moses, for Kaufmann & Baer Co., Pittsburgh; H. A. Miller, Pittsburgh; A. A. Breton, for Shartenberg & Robinson, New Haven; W. M. Oddie, for Geo. H. Bowman Co., Cleveland; G. B. Brooks, for S. F. Iszard Co., Elmira.

GLASS PRICES TO GO UP.

PRICES on glassware are to be materially advanced January 1, says a Pittsburgh manufacturer, and our correspondent in that city writes that in order to prevent being loaded up at old prices some of the leading factories have refused to quote figures for next year's deliveries.

We also learn that while others have notified their customers that the advance is coming, they have advised that orders be placed now. They have been complaining that they were not making money; yet, just as soon as there is talk of raises they want to load up at old figures. The thing is inconsistent.

Everybody knows that it costs more to produce glass now than it did a year ago. While there are no figures available to prove it, everybody believes that there has not been much profit in the business for a long time. It does not seem wise to book orders at present prices when there is a chance to get better ones.

WESTERN POTTERY AND GLASS ASSOCIATION.

A GENERAL meeting of members of the Western Glass and Pottery Association has been set for seven o'clock, December 10, in the parlors of the Ft. Pitt Hotel, Pittsburgh, when nominations of officers for the ensuing term will be made. Official ballots will be forwarded all members as soon thereafter as possible.

The annual meeting will be held early in January, and the annual banquet will take place January 11 in the English Room of the Ft. Pitt. Charles Gosser, of the Pope-Gosser China Co., Coshocton, O., and retiring president of the United States Potters' Association, will be the only speaker at the banquet. A quartet and orchestra will furnish music. W. W. Lang and his assistants have prepared a programme which will make the affair the most lively ever given by the Association. Thomas W. Morris is slated for re-election as secretary of the organization.

REGINALD JOHNSON KILLED.

A FEW weeks ago we noted that Reginald Johnson, of Johnson Bros., Hanley, England, had been wounded and was missing. Last week Geo B. Jones, their New York representative, received a letter from England stating that the son of the gardener on an estate adjoining the Johnson home at Bareston, who knew Reginald well, but who was in another regiment, going over the field a few days after the battle accidentally discovered the boy's body and bore it to the trenches.

OBITUARY.

AFTER an illness of many months, Harry Maloney, of Bersback & Maloney, Denver, died at his home in that city November 25, aged fifty-one. Death was due to kidney trouble. Few men in Denver were more widely known, he having been in the crockery and glassware business there for many years.

J. Fred Parker, senior member of the old-time toy concern of J. F. Parker & Co., Boston, dropped dead at his home in Wakefield.

Mrs. Harriet Dutton, widow of Benjamin Franklin Dutton, one of the founders of Houghton & Dutton Co., Boston, died Dec. 8.

Many of the old-timers in the trade will learn with regret of the death of Arthur M. Brown, which occurred at his home in Wakefield, Mass., November 29 at about the age of fifty. Mr. Brown will be best remembered by his long association with the old concern of Usher & Osborne, Boston, for whom he traveled many years. For the past fifteen years he had been on the road for the Mason Mfg. Co., manufacturers of to Paris, Me. He was a man of kindly disposition, a liked by all who knew him. He leaves a widow.

Walter L. Fields, crockery dealer, Norwich, Con died suddenly November 30. He was out and about the afternoon, and after eating a hearty supper reti to bed. He awoke at 9:45 feeling ill, and half an h later died. He was born in Williamsboro, N. C., 1867. He was a man of considerable parts in his to and highly respected.

BUSINESS BRIEFS.

F. R. Bergman Co., Baltimore, have moved th New York office to 220 Fourth avenue, corner of Eig eenth street.

A petition in bankruptcy has been filed againt t Ludwig-Goldfield Corporation, manufacturerers of to 221 Fourth avenue.

A discharge from bankruptcy has been granted Isaac Davis, dealer in housefurnishing goods at 2 and 281 Grand street whose liabilities were $32,000.

The New Century Gas and Electric Fixtures C 15 Crosby street, has assigned to Archibald Palmer. petition in bankruptcy was also filed by Eclipse Lig Co., $39; Edward Miller, $1,134, and S. K. Flaum C $30.

The Boggs & Buhl store, on the Northside, Pitt burgh, which was taken over a few years ago by t May Co., has been bought back by the former fir which is now in charge, and many of the former e ployees and heads of departments are returning to th old positions. The former policies of the company w be inaugurated immediately.

COURAGE ESSENTIAL TO SUCCESS.

COURAGE is as essential to success in business as is in war. Faint-hearted men never accompli anything worth while by their efforts, although a qua success is occasionally thrust upon them.

To have courage means, above all, to be able practice self-abnegation, to make real sacrifices of eve kind in behalf of the ultimate object. It mea strength and daring to depart from the well-beaten pa and the ability to carve a new way.

A courageous man is strengthened rather than d heartened by adversity. He smiles when fate frow until fate finally smiles with him.

AS we go to press the annual meeting and banquet the National Association of Cut Glass Manufactu ers is taking place at the Hotel Imperial. A detail report will be given in our next week's issue.

$50,000,000 CAPITAL FOR DRY GOODS CO.

TERMS for the reorganization of the United Dry Goods Companies and the Associated Merchants Co. provide for a change of name to a new corporation to be known as the Associated Dry Goods Co., incorporated in Virginia with an authorized capital of $50,000,000, consisting of $20,000,000 cumulative first preferred stock, $10 000,000 second preferred, and $20,000,000 common. It is understood that approximately $35 000 000 of all issues will be issued at the start.

Present holders of United Dry Goods preferred stock may receive seventy shares of first preferred and forty shares of second preferred in the new company, while the common shareholders may receive share for share. In the case of the Associated Merchants Co., the first and second preferred and the common shares are scheduled to exchange their stock share for share.

According to report, the new corporation will merge the United Dry Goods Companies and the Associated Merchants Co., the consolidated corporation to own a controlling interest in Lord & Taylor and all the securities of the Buffalo store of J. N. Adam & Co. and others in various cities.

Cornelius N. Bliss, jr., is slated for the presidency of the new organization, and it is understood that the new board of directors will include Lewis Stewart and Samuel W. Rayburn, vice-president; T. S. Atwater, treasurer; Gates W. McGarrah, president of the Mechanics and Metal National Bank; Thomas Cochran, jr., president of the Liberty National Bank; Howland Davis, of Blake Brothers; George F. Crane; John A. Stewart, chairman of the board of directors of the United States Trust Co.; and William M. Barrett, president of the American Express Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 7, 1915.

BORDEAUX

104	packages	chinaware	Theo Haviland & Co
4	"	"	J Shurs & Co
1	"	"	T A Bradley
32	"	"	DieckerhoffRoffloer & Co
1	"	"	E C Marks
4	"	"	F B Vandegrift & Co
10	"	glassware	Sussfeld, Lorsch & Co

BRISTOL

2	packages	toys	American Express Co
3	"	"	R F Downing & Co
1	"	chinaware	Snow's U S Sample Express Co
11	"	"	American Express Co
2	"	"	Strauss & Co

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

LIVERPOOL

3 packages earthenware.....L A Consmiller
2 " " .....Maddock & Miller
1 " " .....Davis Collamore & Co
12 " " .....Sutherland Int Dispatch Co
6 " " .....H C Edmiston
9 " " .....E Boote
8 " " .....Lazarus & Rosenfeld
6 " " .....W S Pitcairn
4 " chinaware.....W H Plummer & Co
4 " " .....J Davison
1 " " .....Rowland & Marsellus Co
9 " " .....Meakin & Ridgway
6 " " .....E Boote
70 " toys.....Meccano Co

GLASGOW

30 packages earthenware.....Southern International Dispatch

YOKOHAMA

2 packages chinaware.....A L Tuska, Son & Co
54 " toys..Chartered Bank of India, Australia and China

ROTTERDAM

29 packages toys.....F W Woolworth & Co
19 " " .....Mecklenberg Spacialty Co
6 " " .....Selchow & Righter Co
21 " " .....Koscherak Bros

COPENHAGEN

2 packages chinaware.....Royal Copenhagen Porcelain Co

LONDON

27 packages glassware .....American Express Co
4 " toys.....W A Foster & Co

MARSEILLES

2 packages toys.....C B Richards

IMPORTS AT PORT OF BOSTON.

FAR EAST

12 packages earthenware..... Jones, McDuffee & Stratton Co

ROTTERDAM

109 packages earthenware .....Jones, McDuffee & Stratton Co

Locations of Firms in the Downtown District.

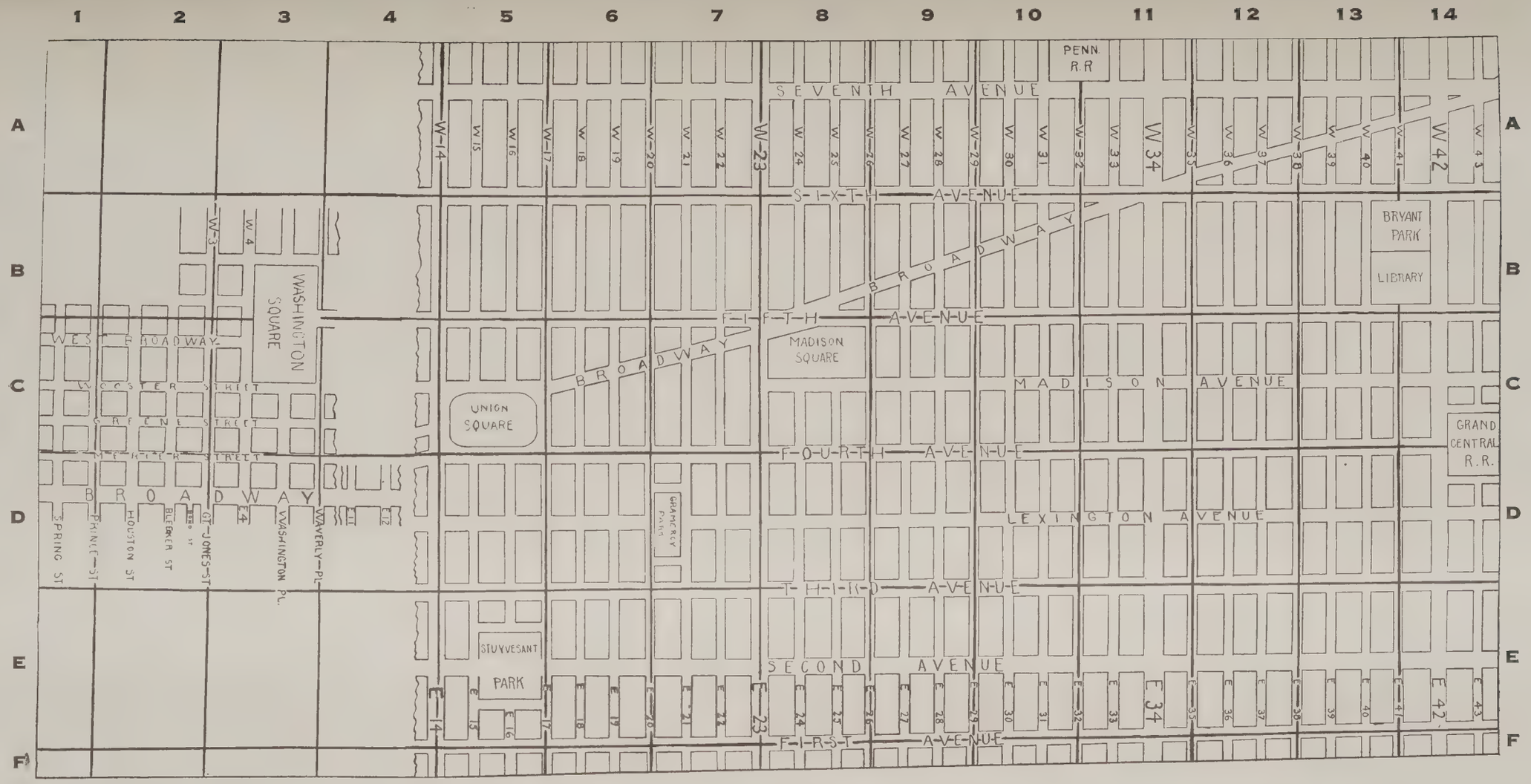


Bassett, G. F., & Co., 72-74 Park Place.... C 3
Benedikt, H., 71-73 Murray St..... B 4
Bergen, J. D., & Co., 50 Park Place..... C 3
Brush-McCoy Pottery Co., 25 Park Place. D 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Cox & Lafferty, 25 Park Place..... D 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St..C 4

Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O , 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Koscherak Bros., 29-31 Park Place..... C 4
Kupper, Herman C., 52 Murray St..... C 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Noe, Wm. R., & Sons, 53 Murray St..... C 4
Potomac Glass Co., 66 W. B'way..... B 4

Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E
Slimmon, Robt., & Co., 96 Chnrch St..... D
Straus, L., & Sons, 42-46 Warren St..... C
Takito, Ogawa & Co., 25 Park Place..... D
Tarentum Glass Co. 25 W. B'way..... C
Tharaud, Justin, 25 W. B'way.....
United States Glass Co., 71-73 Murray St. B
Vogt & Dose, 65 Barclay St..... C
Williamsburgh Flint Glass Co., 96 Park Pl. B

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co. 45 East 20th St.....D-7

ANOTHER EXPOSITION.

ANOTHER Household Exposition is planned by Harry A. Cochrane at the Madison Square Garden for two weeks, beginning February 2, 1916. These expositions have not appealed to the crockery and glass trade in the past; but perhaps, because conditions are different now, some firms may become interested, in spite of the disastrous failures of the last two. Manufacturers of small specialties might find it profitable. For the big houses there is no particular advantage to be gained. In fact, it belittles a large concern to show in a ten-by-ten space, when it takes acres of floor space to show the lines in its own store. Mr. Cochrane is an expert in these industrial exhibitions and deserves the success which he will undoubtedly achieve in the present venture, as there are many kinds of household goods which may be profitably exploited at such an affair. But the big houses in the crockery and glass trade are hardly in that class.

BOSTON BUSINESS NOTES.

MAYOR Curley turned on the lights for the Houghton & Dutton Co.'s annual Christmas electrical display, the most pretentious decoration of its kind in New England, this year taking the form of a great ice palace.

William R. Amidon and Harry Guest, son of George H. Guest, kitchen goods buyer for the Jordan Marsh Co., who for a year have had sample rooms at 136 Federal street, have leased quarters at 261 Franklin street and on January 1 will handle several lines on commission. Mr. Amidon, who is at present in the West, is to have the lines of the Cambridge Glass Co., Colonial Pottery, George H. Bowman Co., Summit China Co. and Lotus Cut Glass Co., and Mr. Guest will represent the Republic Stamping and Enameling Co., Schaffer Tinware Mfg. Co., Townsend Broom Co., New Jersey Glass Specialty Co. and Massilon Aluminum Co.

Frank Smith, Gilchrist Co.'s buyer of china, glass and kitchen goods, has returned from a business trip to New York City.

A. Stowell, Inc., had a small fire the other evening in the basement which damaged a considerable amount of china and glass.

The McKee Glass Co. is to send two men here the first of next year to represent it in New England. It is understood that the newcomers will open a sample room and handle the line on commission.

Butler Bros. have vacated the store corner of Franklin and Pearl streets after having taken care of their holiday orders. E. F. Bode will continue to travel the New England territory, as formerly, now that his duties in charge of the sample rooms are ended.

Following the advice of the Cigarmakers' Union,

Jones, McDuffee & Stratton C

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, whi being carried in abundant lines, both open and in original packages can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & S
The MONTEREY,	Ridgwa
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Br
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The ARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE.	Alfred Meakin, Lt
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & C
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery C
The Old BLUE CANTON China,	Hong Kon
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & C
The LAFAYETTE.	Villeroy & Boch, Dresde
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain C
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Lt
The MARQUIS	"
The BELGRADE China,	Doulton & C
The ALCAZAR	Wm. Adams & C
The ST. LAZARE SPRAY,	Haviland & Co. Chin
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A Chin
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouy
The LORRAINE, White and Gold Encrusted,	"
The ATHENA	"
The NARBONNE, Green Band and Gold Lace,	"
The FULDA,	Austrian Chin
The MUNICH	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian Chin
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & C
The HANOI.	"
The BLUE CHINESE,	J Wedgwood & So
The SOFIA China,	" "
The BRINDISI,	Ginori Italian Chin
The Royal Dresden BLUE ONION Porcelain	Crossed Swords bran
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & So

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfr Meakin's W. G., Haviland White. Gold and Decorated china, and Sta fordshire, German, Japanese and French China Novelties; also the be things from the Greenwood Pottery Co., Lenox Onondaga Chin W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will appreciated when we state the fact that we have upwards of 9,0 BINS occupied in our main store and our storehouse in South Bosto

"Stock Patterns" which cannot be readily matched ca more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

the Boston Central Labor Union has restored the Houghton & Dutton Co. to the labor "fair list." The company had been declared "unfair" because of the use of profit-sharing coupons, to which the union objected. A new stamp arrangement has been agreed upon.

Neal McCoglan, china and kitchen goods buyer for W. & A. Bacon Co., has resigned.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

EXPERIENCED pottery salesman for the West, Middle West and the Coast; twenty-five years' experience. Have a large acquaintance in above territory. A1 references. Address Box A 972, this office.

BUYER of china, housefurnishings and electric fixtures, at present employed, desires to make change January 1. Up-to-date methods. A1 references for character and ability. Position preferred in small live city. Address "ABILITY," this office.

WANTED, by an experienced traveler, a line of ware to take out on the road on salary or commission. Eastern territory preferred. Address Box A 973, this office.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in cut glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

Require Sole Rights.

OLD-ESTABLISHED and large English importing firm require sole concessionary rights for all sorts of glassware, pressed glass, blown glass, plate glass, medicine bottles, etc. Address Box A 966, this office.

WANTED—A line of domestic cut glass to run in conjunction with our import lines. Will entertain a proposition as direct factory agents. FRANK & COMPANY, importers of china, glass and housefurnishing goods, 114 to 116 East Sixteenth St., New York.

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Manhattan Brass Co 31
Miller, Edward, & Co 32
Plume & Atwood Mfg. Co 32
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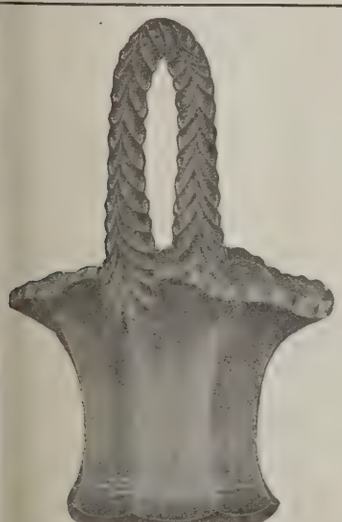
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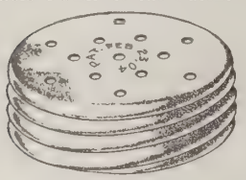
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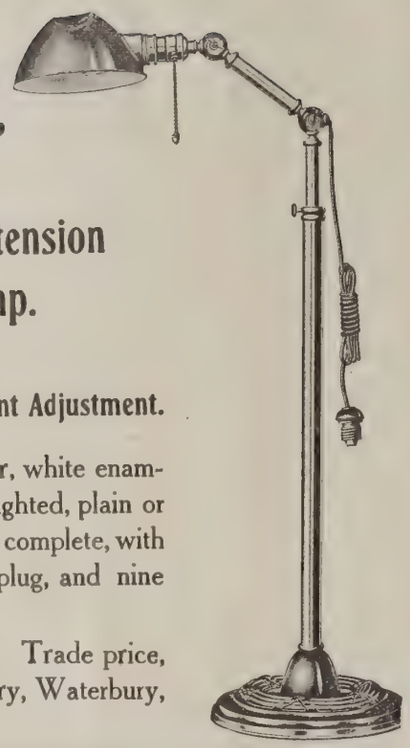
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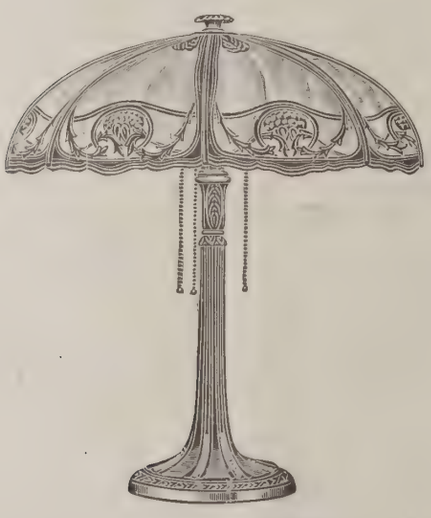
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CROCKERY AND GLASS JOURNAL

VOL. 82. NO. 25. DECEMBER. 16.

HOLIDAY NUMBER 1915



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HOLIDAY NUMBER, 1915.

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in the

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Manufactured at

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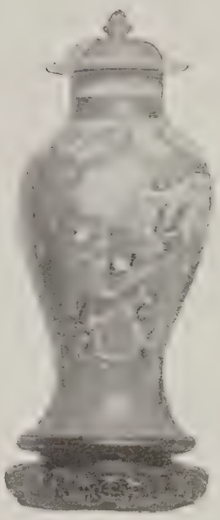
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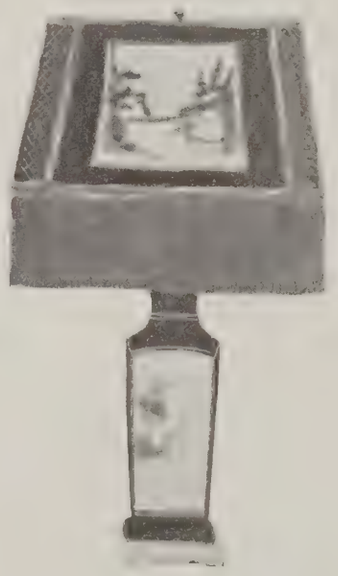
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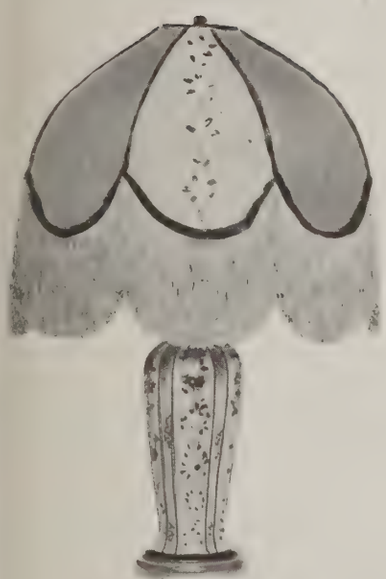


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The Complete

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For 19

Awaits the Inspe

In quality of ware, variety and attracti
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been made to meet h

Regardless of the existing commerca
advanced.

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of the Trade.

of shapes, and in the beauty of
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e special effort has
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lions, our prices have not been

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Boston, 144-146 Congress St.







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We Promise to Do All in Our Power
to Make 1916 Prosperous and
Happy for You.

THE factory of Porcelaines G D A is working continuously and satisfactorily. While shipments are smaller than usual, the quality and selection are, if anything, better than in previous years, owing largely to the personal oversight of Mr. Gerard, who, in the absence of his Heads of Departments, is superintending all the important branches. The samples received in September are simply an indication of a larger and more important collection now making and which Mr. Gerard assures us will contain certain novel features.

HAVILAND & ABBOT CO.,

95 Madison Ave., New York.

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udolstadt.

Paris, 3 Cite Paradis.
Carlsbad.

The Season's Greetings and Good Wishes!

L. STRAUS & SONS,
42-46 Warren Street, and
116 Chambers Street,
New York.

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okohama.

Berlin,
Wilhelm Strasse, 45 | 1.

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ROSEVILLE POTTERY COMPANY

is immediately associated with

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and this year's products have proven no exception to the rule, but have brought forth even greater "world-beaters" than ever before.

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With best wishes for a Merry Xmas and a Prosperous New Year!

The Roseville Pottery Company,

133 Fifth Avenue, at 20th Street, New York City.

Factory at Zanesville, Ohio.

GEO. F. BASSETT & CO.,

72, 74 and 76 Park Place,

NEW YORK.

"The Dinnerware House of America."

WE ARE SOLE AGENTS IN THE UNITED STATES FOR

BURGESS & LEIGH, JAMES KENT,	} England.
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Distinctive Dinnerware.



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Design Patented.
Manufactured by J. & G. MEAKIN, Hanley, England.

Open Stocks.

Exclusive Designs.

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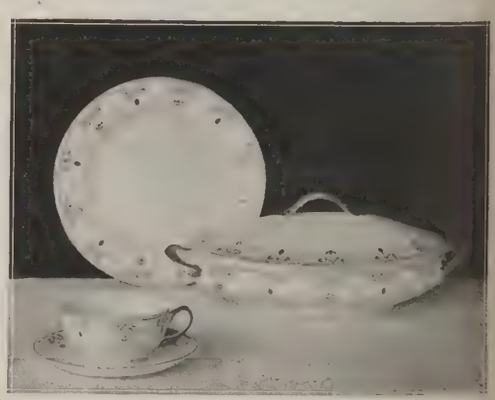
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IMPORTERS,

CHICAGO.

Baccarat Glassware.



In extending the
Compliments of the
Season, I beg to
announce that the
factory is working
and shipments are
coming forward.



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41=53 West Fourth St., = = New York City.

AFTER FEBRUARY FIRST 129 to 131 FIFTH AVENUE.

New Designs, both in Shapes and Patterns, will be shown early in January in all lines by

John Davison, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
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Adderley's, Ltd.,
Stevens & Williams, Ltd.,
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All makers in the front rank of English productions.

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The Home of Exclusive Patterns.

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English, French, Italian, German and Austrian Exclusive Open Stock Dinnerware Patterns.

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Largest and Most Complete Line of Open Stock in the United States.

MANUFACTURERS OF

THE CELEBRATED DIAMOND CUT GLASS.

TRADE MARK P&B

ETCHED ON EVERY PIECE.

We are showing an exceptionally attractive line at moderate prices, unsurpassed for Quality, Sparkle and Finish.

PITKIN & BROOKS,

Office and Salesroom:
8-18 East Lake St., Chicago, Ill.

Cut Glass Factory:
Valparaiso, Indiana.

ESTABLISHED 1818.

WE WISH ONE AND ALL,

CUSTOMERS AND FRIENDS,

A Prosperous New Year!

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 16, 1915.

THE CONDITION OF BUSINESS.

New York

The activity in the trade is as surprising as it is pleasing. Ordinarily by the middle of December there is almost a cessation of buying, but this year conditions are different. There is not only a scarcity of goods, but a certainty of higher prices for both domestic and foreign wares in the near future. Everything is going up. The retailers are not making much protest, the wise ones taking all the goods they can. It may be that the range of prices to be given out in January will be low as compared with those to be made in May or July, for if the war lasts the advance will be a continual performance. The importers have hardly anything to offer from stock, so badly broken are their supplies, and everybody knows that it is uncertain when goods can be brought from Europe, owing to the lack of ships. Owners of vessels are not slow to take advantage of conditions, and are piling on freight charges to a sinful extent. The railroads, thanks to the interstate laws, can not boost freight rates, but their inability to make deliveries is sadly interfering with business. The congestion of freight in and around New York is inconceivable; what it will be with a heavy fall of snow no one can imagine.

The importers will not have much left over unless delayed goods arrive and in greater quantities than have been coming.

The domestic men haven't a plethora of stock; and there is every reason to believe that buying will keep right on until the import season opens, a shortage is naturally expected.

In spite of the difficulty of making and shipping wares, the European manufacturers have not lost sight of the fact that the American people always want something new, and consequently they have made many samples; most of which are either here or on the way, and these will be displayed early in the new year. Advance views of these show that they lack nothing in the way of variety or good workmanship. So far no radical departures have been made in designing, but there are many novelties in adaptations. Narrow border patterns predominate, with a tendency to strong colorings.

The domestic potters have also been prompt in producing new decorations, and are already showing them to the big trade.

Pittsburgh and Vicinity

While the first six months of the year now passing were not up to normal as regards business, yet when the annual reports of sales are completed it is believed that in many instances totals will show a greater volume of sales than in 1914. The last three months have produced some exceptional big business. Table lines have been rather slow all season, but staples have sold well, and specialties have also held their own. Tumblers and stemware have been in strong demand. The outlook for the new year was never so promising.

East Liverpool and Vicinity

Business with general ware pottery manufacturers during the past year should be reviewed from several angles. During the first quarter only a fair business was offered, while during the

second and third quarters buyers as a rule specified only merchandise for their immediate requirements. During the last quarter there was a decided turn for the better. The improvement began in September; in October orders were numerous; while November witnessed the breaking of past sales records in many instances. The same can be said of the business of December. The outlook for the first quarter of the new year is excellent. The increased kiln capacity placed in operation during the past year will add much to the total production during 1916.

AT CHICAGO.

GLASSWARE men here are expecting advances in prices the first of the year, owing to information from factories that the price of materials has advanced to such an extent that manufacture at the present prices is no longer giving the required amount of profit.

* *

Walter B. Andrews left last week on a trip to the factories of the Monongah Glass Co., Fairmont, W. Va., Co-operative Flint Glass Co., Beaver Falls, Pa., and the Duncan & Miller Glass Co., Washington, Pa.

W. S. Kelsey, formerly buyer for the housefurnishings department of Marshall Field & Co., has taken on the line of glass cooking ware made by the Corning (N. Y.) Glass Co.

B. H. Palmer, traveler for the United States Glass Co., has returned from a trip through local territory and reports business very good everywhere he went.

* *

Schonberger & Dimentberg, who make a high grade line of art lamp shades, and have four factories throughout the city, have closed them all and will remove to Michigan City, Ind.

* *

Dave Saunders has forsaken the vocation of buyer and established himself as a manufacturers' agent with lines of cut glass, fibre lamps and book ends at 606 Consumers' Building.

OFFICERS NOMINATED FOR WESTERN ASSOCIATION.

AT a meeting of members of the Western Glass and Pottery Association, held in parlors of the Ft. Pitt Hotel, Pittsburgh, the evening of December 10, the following were nominated as officers for the coming year: president, Robert G. West, manager Pittsburgh office of the Pittsburgh Lamp, Brass and Glass Co.; first vice-president, W. W. Lang, manager Pittsburgh office of Kinney & Levan; second vice-president, Francis I. Simmers, sales manager Hall China Co., East Liverpool; third vice-president, John Nixon, New York; fourth vice-president, Charles F. Gosser, of the Pope-Gosser China Co., Coshocton, O.; secretary, Thomas W. Morris, Pittsburgh; treasurer, J. G. Kaufmann, Pittsburgh. Trustees for two years: Marion G. Bryce, president United States Glass Co.; William C. Lynch, of Taylor Smith & Taylor Pottery Co., Chester, W. Va.; Harry L Dixon, of the H. L. Dixon Co., Pittsburgh, and Nick Muessig, Chester, W. Va. For trustees to fill the vacancy occasioned by the resignation of Robert G West, nominated for the presidency, Harry Whitney, of the Phoenix Glass Co.'s sales force, New York. Election ballots will be sent the members at once. The votes will be counted and the new officers installed before the annual banquet, which will be held in the English Room of the Ft. Pitt Hotel on the evening of January 11.

FOR TOMMY ATKINS.

THE English importers have started a fund to provide the English soldiers at the front with tobacco cigars and cigarettes. Contributions are solicited, and may be sent to W. S. Pitcairn, 104 Fifth avenue.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Nov. 24, '15	Corresponding period 1914	Exports Jan. 1st to Nov. 24, '15	Corresponding peri. 1914
Boston	202	352	4006	5543
New York	809	967	8909	9426
Baltimore	211	416	6214	7424
Philadelphia	99	69	2134	2247
New Orleans	28	27	737	1023
Newport News.	....	....	72	86
San Francisco	100	397	1533	1432
Portland, Me.	3	....	1094	1001
Galveston.	....	3	10	638
Portland, Ore.	18	5	159	5
Inland Points.	22	64	459	505
Total.	1492	2300	25327	29330

From the Freight and Shipping Circular of Smith, Christmask Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 20, '15	Corresponding period 1914	Exports Jan. 1 to Nov. 20, '15	Corresponding peri 1914
New York	31	204	8623	10170
Boston	49	112	4016	5613
Philadelphia	70	30	2115	2331
Baltimore.	67	16	6202	7424
San Francisco	8	....	1503	1472
New Orleans	4	5	735	1095
Portland, Me.	....	....	1094	1004
Galveston	....	....	10	635
Newport News.	....	....	72	104
Portland, Ore	....	....	159	5
Inland Points	....	....	521	335
Total.	229	367	25050	30188

Changes in the Market-place.

THE centre of the uptown district seems to be established at Broadway and Twenty-third street, with a tendency for newcomers to locate above rather than below the latter thoroughfare. When, nearly five years ago, Chas. Edward Haviland bought on East Thirty-sixth street the china trade wondered. In an interview with Mr. Haviland he was asked if he intended to establish the firm of Haviland & Co. at that point. He replied that he had bought because he thought it was a good investment, and was not prepared at that time to say what he would do with the property. A little more than a year later he started to build, and again the trade wondered. It was pretty far uptown, and nearly everybody thought that it would be a long time before the trade would get up to him.

Theo. Haviland & Co. were the first to move, and in selecting the Fifth Avenue Building they set the trade guessing as to where the trade centre was to be, for it began to look as if there was to be a decided uptown movement. Naturally the effect of getting into a big office building was discussed, and conjectures as to how the plan would work were freely indulged in.

They were followed by Bawo & Dotter, who selected West Thirty third street. The unfortunate ending of that concern was brought about by many different causes, but it was generally conceded that their location was bad on account of the street itself. Besides, it was thought that they had gone too far up.

When others began to go, Fifth avenue from Fifteenth street up was selected by many, while Twenty-third street, and particularly the Fifth Avenne Building, found advocates. A little later others began to select locations above Twenty-third street, and now wholesale houses stretch from Fifteenth to Twenty-eighth streets on Fifth avenue.

A little more than three years ago Haviland & Co. opened their retail branch at Thirty-sixth street. A little later Higgins & Seiter migrated to Thirty-seventh, and this fall Creange & Walter opened on East Fortieth, near Fifth avenue. Meanwhile many of the department stores have gone above Thirty-fourth street, and numerous specialty shops have located above Forty-second, some going as far as Forty-seventh.

The foresight of Mr. Haviland is little short of marvelous. Others did not dream of such a radical move so far up, or, if they did they did not put their vision into practice until long after he had decided.

In the downtown district there are many large firms still holding forth; and if the various concerns represented by agents are counted there are a greater number than uptown. Nearly all the big glass manufacturing houses are still in the old district, and some of the oldest and largest importers are yet at their old stands.

Some uneasiness is noted as to what the buyers may do about visiting the lower district in the spring. But they cannot ignore it. Some of them say it is hard to traverse two districts, and are urging their consolidation. Others express regret that the uptown movement was ever inaugurated, as the territory uptown they now have to cover is so much greater.

A marked feature in the uptown district is the lack of sociability in the trade. There is little visiting from one wareroom to another. There are fewer meetings on the streets, and no universal luncheon place. The one resort where they congregate in limited numbers is small, and crowded with men from other lines, and if crockery men go in they do not as a rule stay very long.

The migration north of so many firms has made a hole in the old district. They are missed, and if the truth were told the feeling is reciprocal, for there is a constant endeavor on the part of those who have gone north to induce their old friends to join them.

One of the reasons why a number of the manufacturers' agents remain downtown is the question of rents. Most of them are on commission, and their incomes are precarious. They may sell a lot of goods which are never shipped by the factories, and their work then goes for nothing. They would not locate south of Twenty-third street if they moved, and there are few small offices in that section where they would want to establish themselves.

As regards the big importers, most of whom carry stock, they would be put to it to find a store with sidewalk facilities for shipping purposes. A big stock business cannot be well done in a loft, and as the tendency is more and more in that direction they must have an eye to its requirements.

Will more firms go up-town? With one exception,

at the present writing it is not probable. A few months may make a difference, but for the present it looks as if the two districts were settled for some time to come.

OBITUARY.

AT his home in Ithaca, N. Y., George S. Rankin, who had conducted a crockery and glassware business in that city under the name of George S. Rankin & Son for over forty years, died Dec. 6, aged sixty-nine.

James N. Parker, treasurer of the C. F. Wing Co., New Bedford, Mass., died suddenly on Wednesday. Mr. Parker had been connected with the company for thirty-seven years and was highly respected. He leaves a widow and one daughter.

Algernon S. Wightman, aged sixty-four, president and general manager of the Thomas Wightman Bottle and Glass Mfg. Co., died at his home at Parker's Landing, Pa., this week. His father was one of the pioneer glass manufacturers in the Pittsburgh district.

ANOTHER FIRM MOVES UPTOWN.

AN entire floor at 1140-1146 Broadway, corner of Twenty-sixth street, has been leased by Cox & Lafferty. They will move immediately, and expect to be installed by the middle of January. They will have 8,000 square feet of floor space.

WHAT CERTAIN ABBREVIATIONS MEAN.

THE letters f.o.b. mean "free on board." Usually the place at which the goods are to be delivered free on board is mentioned, as showing whether it is to be at the shipping point or at the place of delivery. When no place is mentioned the shipping point is understood. In either case the seller is liable until proper delivery has been made at the proper place; and at that time the liability of the buyer begins.

The letters c.i.f. are an abbreviation of the words "cost, insurance, freight." They mean that for the amount named the seller will supply the goods (c), will insure them during transportation (i) and will pay freight upon them to destination (f). When the seller has done that and has sent the proper papers to the buyer the seller's duty under the contract is fully performed. If the goods do not reach the buyer in good condition he looks for his damages to the carrier or the insurer, as the case may be.

The letters c.a.f., as used in this country, are an abbreviation of the words "cost and freight." They place upon the seller the same obligation he has in the other case except that he does not undertake to pay insurance upon the goods. The same letters "c.a.f." are sometimes used by foreign sellers to mean precisely what we mean by c.i.f., the letters c.a.f. being the initials of three French words meaning cost, insurance (assurance) and freight.

TRADE DIRECTORY OF CENTRAL AMERICA AND THE WEST INDIES.

A COMPLETE revision and detailed classification of the names of importers and merchants in Central America and West Indies, made by the American consular officers in cooperation with the Bureau of Foreign and Domestic Commerce, has been published for use by exporters and manufacturers in the United States, price sixty cents. Money order or check should be made payable to "Superintendent of Documents," Government Printing Office, Washington, D. C.

SUPPLEMENT TO TRADE DIRECTORY OF SOUTH AMERICA.

A complete revision of the lists of importers and merchants located in Buenos Aires, Bahia Blanca, and La Plata, Augentina, forms a supplement to the Trade Directory of South America, published in 1914. A revised directory for Caracas, Venezuela, is presented in this supplement, together with a later list for La Guaira, Venezuela. The supplement contains 37 pages, and is sold at five cents per copy to partially cover the cost of printing.

THE POWER OF CREDIT.

A HIGH authority in the financial world, speaking on the subject of credit recently, said: "Outside of small retail transactions on the settlement of balances, actual cash is little used. Instruments of credit, in the manifold forms created by business for its convenience, carry on from 95 to 98 per cent of all business transactions. The entire amount of money of all kinds in the United States last year was less than the volume of our foreign trade alone. Compare the money stock, amounting to $3,671,000,000, with the aggregate banking resources of the country, aggregating $25,000,000,000. The total estimated wealth of the United States is about $193,000,000,000. The total bank clearings in 1912 were $175,000,000,000. Nothing could illustrate more clearly the function and place of credit than to see these figures side by side. Instruments of credit cleared through the banks and trust companies in one year's transactions almost equal the total of property values of every kind in the United States. Contract or expand credit unduly or improperly, and the effects may be incomparably worse than those of the wildest experiments in the currency tinkering that the world has ever seen."



Alabaster Lamp

At Oscar O. Friedlaender's

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Fewer new lines of tableware will be presented the trade in January than ever before. However, old lines have been augmented by the ıdition of new pieces which are expected to stimulate ɜmand.

Stocks in the hands of retailers are admittedly low, ıd buyers are expected to come into the market and lace liberal specifications next month.

Mail orders for January delivery are very numerous ready.

The demand for both gas and electric portables uring the past year has been good, although the bulk the business has been done on the electric lines. ıquiries about goods for the new year are numerous, ıd manufacturers believe that sales for 1916 will ex-ɜd those of the past year.

Alex. B. Paxton, secretary of the Hazel-Atlas Glass o., with headquarters in Wheeling, W. Va., sailed st Saturday for London to open a branch office for the ɔmpany. Earlier in the year W. S. Brady, of the ɪm, and Mr. Paxton went to London to look into the ɔssibilities of increased businees in England, and the .an to open a branch office is the result. It is also ɔssible that a large warehouse will be engaged to ɔuse the products of this company.

The Pittsburgh Lamp, Brass and Glass Co. plans ɜe opening of an elaborate office and salesroom in ihicago at an early date. Harry A. Ross, sales man-ɡer, spent the past week in Chicago with this end in ew.

Factory No. 3 of the Fostoria Glass Co., Moundsɭle, W. Va., is expected to be placed in full operation ɾly in January. Four carloads of pots for its use have ɜen delivered. This plant was erected about three ɜars ago, but has not been operated on a steady hedule.

Harry L. Dixon, head of the firm of glasshouse furnace builders of that name, has just been elected Illustrious Potentate of Syria Temple, Nobles of the Mystic Shrine, of this city. He is also a director in the Syria Improvement Association, which is erecting the new Shriners' Temple here.

The total producing capacity of the business was increased during the past year by the starting of two factories in the Western territory. The Fostoria Glass Novelty Co. began making a general line at Fostoria, O., and the Belmont Tumbler Co. started operations recently at Bellaire, O. Improvements have been made to older plants which will cause the production of 1916 to be the heaviest in years.

The remarkable advancement in the automobile industry has made itself felt in the glass trade. The demand for lenses is remarkably heavy, and in the high-priced cars attractive cut glass flower-holders have been made part of the equipment. Electric bulbs for this purpose are also in strong demand.

More American glassware has been exported during the past year than ever before recorded. Factories manufacturing chimneys have had a large trade in England, while the demand for tumblers has grown to new high records. Bottles are also wanted abroad, many glass factory workers having been taken from their positions and put to work in munition plants. The sale of American glassware abroad is expected to show a still greater increase during the coming year.

John Wagner, of Carnegie, Pa., better known as "Honus," the famous short-stop of the Pittsburgh National League baseball club, paid a tribute to Henry Nickel, manager of the city sales department of the United Glass Co., a few days ago. "They don't make basket-ball players any more like Heinie Nickel," said Wagner. Henry is a brother of Ernest Nickel, treasurer of the United States Glass Co.

Slowness in building operations caused more or less apathy to prevail throughout the lighting industry during

the past year. Not as many large commercial buildings were erected during 1915 as in the previous year; hence a falling off in demand. Nevertheless, one additional factory entered upon the manufacturing of lighting glass during the year.

NEW FORM OF SHIPPING PERMIT.

THE Foreign Trade Advisers of the Department of State have informed the Merchants' Association that a new form, calling for more detailed information in applying for a shipping permit for goods of German and Austrian origin for which American importers assumed liability before March 1, has been prepared. A sample form of this affidavit is on file in the headquarters of the Association, and copies of it will be furnished to any firm desiring it.

MAKING A JOB LOOK FOR YOU.

IF more young men had the courage to be ignorant of many things they would avoid the calamity of being ignorant of all things, says Madison C. Peters. It is not so much the college you have gone through, as how much of the college has gone through you, that the business world wants to know. The best diploma is the book of acts. The world always makes room for the man who can bring things to pass,

Our country is full of persons who can do many things fairly well, but do not know how to do one thing supremely well. The best workers in many lines are foreigners, who in the Old World devoted the early part of their lives to learning a trade or profession and brought their superior workmanship with them; hence we seldom find such foreigners looking for a job.

The day of universal knowledge is past. The true measure of a successful man's learning to-day is the number of studies which he elects to let alone.

Broad culture may be beautiful, and manysidedness admirable, but it is always the men with single aim and intense purpose, who concentrate power, who are in demand when anything worth while is to be done. It is not the diffused electricity, but the concentrated thunderbolt, that is terrible in its power.

He who knows everything is always looking for something. The specialist does not have to look for a job; the job is looking for him.

Agassiz was asked his opinion touching the chemical analysis of a plant. He answered: "I know nothing about chemistry." He was a naturalist. Even specialists have their specialty. It does not pay to know everything. Only sophomores are omniscient.

The man who runs on side lines, unless they run on to the main track, wastes his energies, smothers his enthusiasm, and usually fails in all that he undertakes. To keep a gun from scattering, put in a single shot.

The successful worker to-day is he who singles out from a vast number of possible employments some specialty and to that develops himself thoroughly.

This is a poor country for the average man, and worse still for the untrained man, or the miscellaneous genius, Everything is crowded downstairs. The men who get to the top, over the heads of a hundred others, are not always the men of conspicuous ability, but availability.

The man who knows how to take hold of things by the handles has the call.

Young's phrase, "time elaborately thrown away," applies to the man who attenpts to know or do everything.

There is a busyness which is not business. It is seldom that the most brilliant achieve the highest success. The sticker, like the postage stamp, gets there. Persistency is more effective than brilliancy.

The men at the summit were not shot up in an elevator; they climbed there. Men are not pulled into positions; they have to push themselves there.

No matter what you undertake, don't leave it until you can reach your arms around it and clench it with your hands on the other side. As Dickens' friend would have us understand, "It's dogged does it."

The only "good time coming" you are justified in hoping for is that which you make for yourself.

DOMESTIC POTASH BETTER THAN FOREIGN?

AMONG the interesting features of the meeting last week of the National Association of Cut Glass Manufacturers were the statements of the representatives of two of the largest blank manufacturers in this country regarding the quality of domestic potash. They stated that it was fifty per cent more effective than that imported from Germany, that it made a better glass, and required less of it to produce satisfactory results. The only trouble has been that so far they have not been able to obtain enough of it to even begin to meet their requirements.

CAMPAIGN FOR TARIFF COMMISSION LAUNCHED.

THE campaign for the establishment of a permanent non-partisan Tariff Commission was launched successfully at the last luncheon meeting of the Members' Council of the Merchants' Association of New York. The 926 business men of New York who attended the luncheon indicated their desire for the creation of the Commission in the attention they gave to the speeches and the applause with which they greeted the arguments advanced for it.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

That it pays to know actual costs in the manufacturing of pottery is shown by a statement issued by the Knowles, Taylor & Knowles Pottery o., which has been operating under a system installed y W. E. Langdon last February, The results obtained e announced as follows:

"On account of the careful checking systen neces- ry in connection with the cost and efficiency system e discover that we have, since February 1, 1915, re- ced the cost per 1,000 cu. ft. of glost kiln space fired 2.50 during the four-weeks period.

"The bisque kiln breakage has been reduced 21 per nt. The entire breakage has been reduced 16 4 per nt, or one per cent on the entire production.

"The cost of white ware per 1,000 cu. ft. of glost ln space fired is compiled every four-weeks period for mparison purposes. The cost per pound for period also shown. The average cost to date is shown.

"The percentage of breakage and lump is shown four-weeks periods for comparison purposes. This, also shown for the bisque and glost ware separately. he money loss is shown at the end of the year, or as ten as desired. Breakage is weighed daily. The rcentage of breakage and lump is based on entire eight of production each period.

"The cost on cars, not including selling expense, worked out and shown as a percentage off the list. ne kiln in each of the four plants is counted each period d the average cost of white ware per 1,000 cu ft. to te is used in figuring the percentage cost of the list r the kiln counted.

"The cost per dozen of any article manufactured worked out as often as desired, using factors based the average cost to date, as shown by the cost statis- s.

"The more we look into the subject the more we e convinced that this is something that the potters ed. If all the potters knew what their ware was cost- g there would not be so many unreasonably low prices ade."

* *

That buyers will be in the market in January to ce liberal orders is the general opinion of pottery nufacturers in this district. Every sign now points to it. Orders are now being received by mail for early year delivery in sufficient volume to insure the steady operation of plants for several months.

* *

The holiday shut-down of the potteries will be more brief this year than ever before, owing to the activity of business.

* *

Soon after the new year six kilns will be added to the country's production by the starting of the new Wooster China Co. in the former plant of the America China Co., at Toronto, O.

* *

Charles W. Lansing, of the Lafayette (Ind.) Chamber of Commerce, is working out plans for the erection of a general ware plant at that point. He has taken the proposition up with several persons well known in the trade, and the incorporation of the company may be expected soon in the new year.

* *

Large jobbing houses will be more active in the pushing of American pottery during 1916 than ever before. Stock orders have already been placed and are to be carried by jobbers who in the past have only ordered drop shipments.

* *

Intimation has been given the manufacturers that some of the Southern clays will have a marked advance during the coming year because of increased freight rates. It is said that the rate on one Southern clay would be advanced $4 per ton on transportation charges.

* *

A reorganization of the sales forces of the National China Co., Salineville, O., is announced. E. E. Wilgus, formerly with the Buffalo Pottery, will represent the company in the Eastern and New England territory, while Mike Trieber will travel in the South, opening in Richmond, W. Va., January 3. Mr. Wilgus will open in Pittsburgh January 3.

* *

Suspension of business in the potteries of the upper Ohio Valley during the holiday season will be very brief. The Knowles, Taylor & Knowles Co. will take only four days, while the Laughlin plants will be idle long enough only to take inventory. About six days will be taken by the T. A. McNicol Pottery Co., while

the Cartwright plant will be idle but four days. About a week will be all that the E. M. Knowles Co. will take, while the Potters' Co-Operative Co. will take but four days. The Harker plant will be idle a week, and the Colonial four days. The Thompson Pottery Co. will suspend operations only Christmas and New Year's. The West End Pottery Co. will loaf Christmas Day only, while the Smith-Phillips China Co. will be idle only a few days during the holiday week. The four-day periods include Christmas, New Year's and the days following.

* *

The pays distributed by the potteries in this district Dec. 11 were the largest ever paid out by them. The wages paid by the Homer Laughlin China Co. on that date established a new high record for the company.

* *

The former general ware pottery at Ford City, Pa., which was operated under the name of the Pennsylvania China Co., has been placed in partial operation by Pittsburgh interests, who are manufacturing patented sanitary specialties. A number of workers from East Liverpool have gone there.

* *

In order to get orders out as quickly as possible the potteries at Sebring are working nights. The decorating departments are especially rushed, owing to the idleness recently while labor differences were being adjusted.

DECLINES IN FAVOR OF MIRRIELEES.

CHICAGO, December 10, 1915.

Editor CROCKERY AND GLASS JOURNAL.

I recently requested the officers of the Pottery, Brass and Glass Salesmen's Association to withdraw my name from the ballots to be used at the coming election, and I have this day received an acknowledgement of this request and a statement from the secretary, Joseph O'Gorman, to the effect that my name will be omitted from the ballots; so kindly publish this fact in your coming issue, so that the members of the Association may know that I made the request because I thought Mr. Mirrielees can give better service to the Association and its members this coming year than I possibly could, and as I have the welfare of the Association at heart I was moved to make this decision by reason of same.

By publishing this statement you will oblige,

Very truly yours,

H. A. MARSHALL.

LATEST CUSTOMS RULINGS.

THE increasing cost of making glassware in England is shown in disputes between the customs officials here and importers. One of the cases coming before the Board of General Appraisers was that of a heavy shipment from Stevens & Williams, Brierley Hill, England. Goods described as star-bottom lemon dishes were entered by the importers as having a value each of 5 shillings, and so-called intag-bottom lemon dishes at 11 shillings apiece. Crystal vases had an entered value of 12 shillings and 6 pence per dozen, while larger goods were entered at 72 shillings a dozen. The above prices were all higher than the invoiced rates. The local Appraiser's office held that even the entered values were considerably below the prevailing English market prices at the time of shipment. Duty was accordingly taken on a higher level, the importers appealing for a review. Judge Sullivan decided that the merchandise would have to stand a general advance of 10 per cent, which carries with it an equal amount in penalties.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A young man experienced in gilding and firing glass. Apply, by letter only, stating age and experience, to A. JORDAN, Room 200, No. 489 Fifth avenue.

SITUATIONS WANTED.

EXPERIENCED pottery salesman for the West, Middle West and the Coast; twenty-five years' experience. Have a large acquaintance in above territory. A1 references. Address Box A 972, this office.

BUYER of china, housefurnishings and electric fixtures, at present employed, desires to make change January 1. Up-to-date methods. A1 references for character and ability. Position preferred in small live city. Address "ABILITY," this office.

WANTED, by an experienced traveler, a line of ware to take out on the road on salary or commission. Eastern territory preferred. Address Box A 973, this office.

EXPERIENCED traveling salesman open for an engagement. Well posted in blown and pressed glassware; also pottery. Well acquainted with preserving and packing trade, soliciting same for the past twenty-five years; also extensive acquaintance among the crockery, wholesale grocery and wholesale drug trade; thoroughly acquainted with scheme and premium trade. Territory, Middle States and West. Address Box A 973, this office.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in cut glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

WANTED—A line of domestic cut glass to run in conjunction with our import lines. Will entertain a proposition as direct factory agents. FRANK & COMPANY, importers of china, glass and housefurnishing goods, 114 to 116 East Sixteenth St., New York.

WANTED, on a commission basis, a good line of crockery and glassware for States of Mississippi and Louisiana, by a salesman well acquainted with the trade. Address TRAVELER, this office.

Where do you come in?

How many makes of globes, shades and bowls do you carry in stock ?

Two ! Five ! Ten ! Maybe more !

How many of them have been well advertised in National Magazines ?

How Many ?

ONE !—

Alba Lighting Equipment

Alba is *the* glassware for good light—comfortable light, better diffused light, better distributed light, better looking light.

"Alba and Good Light" have been advertised year in and year out in the leading national magazines — ***Saturday Evening Post, World's Work, Literary Digest, Current Opinion, Ladies' Home Journal, Good Housekeeping, etc., etc.***

Thousands of dealers have boosted their sales by *displaying* Alba, by *showing* Alba, by *talking* Alba. They have made a real connection between Alba advertising and their stores and windows.

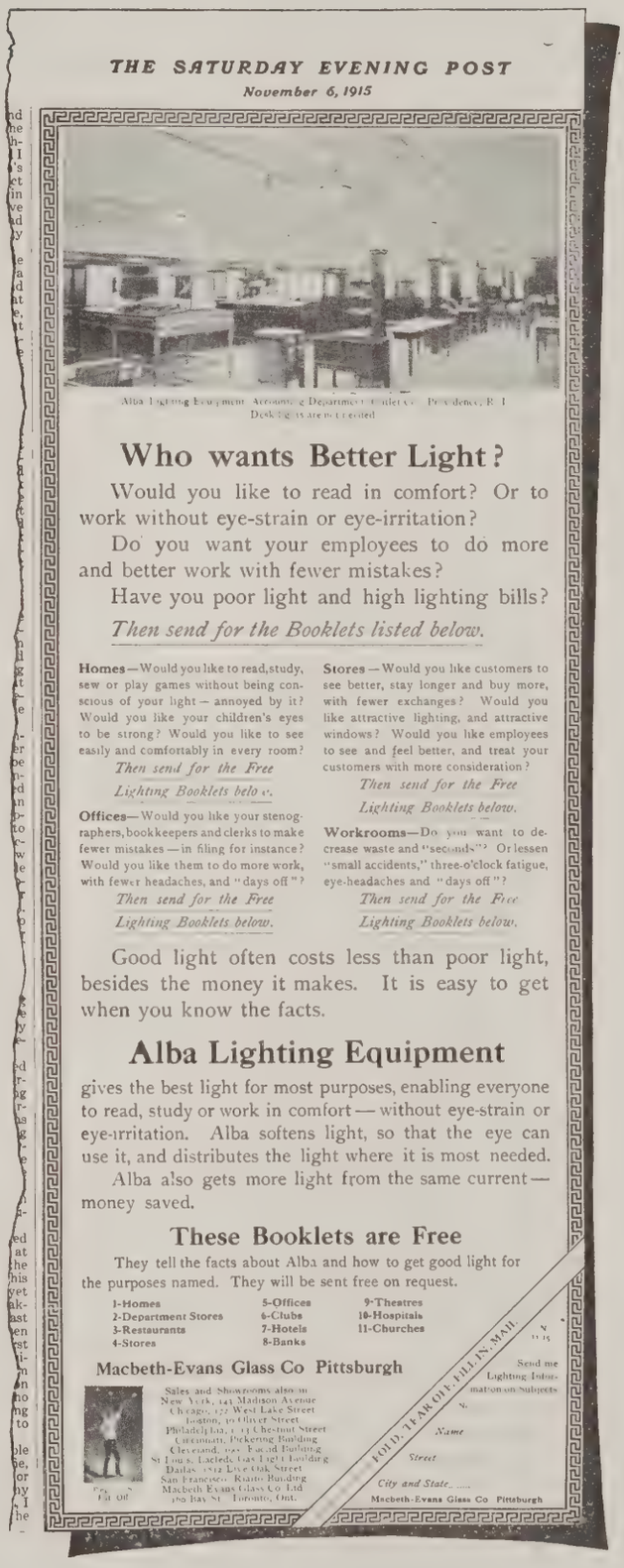
Are you getting your share ? Are you displaying Alba ? Have you ever cut out an Alba advertisement and pasted it in your window with a display of Alba ?

Try it—try pushing Alba. Watch the sales grow.

Do you want information ?

We have helped others—let us help you get more sales and more profit. Let us tell you what we *have done,* what we are *going to do*—and what we are *willing to do for you.*

Sign the Coupon—you'll get a *real* answer.



THE SATURDAY EVENING POST
November 6, 1915

Alba Lighting Equipment Accounting Department Outlet Co. Providence, R. I.
Desk lighting is provided

Who wants Better Light?

Would you like to read in comfort? Or to work without eye-strain or eye-irritation?

Do you want your employees to do more and better work with fewer mistakes?

Have you poor light and high lighting bills?

Then send for the Booklets listed below.

Homes—Would you like to read, study, sew or play games without being conscious of your light—annoyed by it? Would you like your children's eyes to be strong? Would you like to see easily and comfortably in every room?

Then send for the Free Lighting Booklets below.

Offices—Would you like your stenographers, bookkeepers and clerks to make fewer mistakes—in filing for instance? Would you like them to do more work, with fewer headaches, and "days off"?

Then send for the Free Lighting Booklets below.

Stores—Would you like customers to see better, stay longer and buy more, with fewer exchanges? Would you like attractive lighting, and attractive windows? Would you like employees to see and feel better, and treat your customers with more consideration?

Then send for the Free Lighting Booklets below.

Workrooms—Do you want to decrease waste and "seconds"? Or lessen "small accidents," three-o'clock fatigue, eye-headaches and "days off"?

Then send for the Free Lighting Booklets below.

Good light often costs less than poor light, besides the money it makes. It is easy to get when you know the facts.

Alba Lighting Equipment

gives the best light for most purposes, enabling everyone to read, study or work in comfort—without eye-strain or eye-irritation. Alba softens light, so that the eye can use it, and distributes the light where it is most needed.

Alba also gets more light from the same current—money saved.

These Booklets are Free

They tell the facts about Alba and how to get good light for the purposes named. They will be sent free on request.

1-Homes	5-Offices	9-Theatres
2-Department Stores	6-Clubs	10-Hospitals
3-Restaurants	7-Hotels	11-Churches
4-Stores	8-Banks	

Macbeth-Evans Glass Co Pittsburgh

Sales and Showrooms also in New York, 143 Madison Avenue
Chicago, 177 West Lake Street
Boston, 30 Oliver Street
Philadelphia, 1524 Chestnut Street
Cincinnati, Pickering Building
Cleveland, 1501 Euclid Building
St Louis, Lacledes Gas Light Building
Dallas, 1912 Live Oak Street
San Francisco, Rialto Building
Macbeth Evans Glass Co Ltd
160 Bay St Toronto, Ont.

FOLD, TEAR OFF, FILL IN, MAIL

Send me Lighting Information on Subjects

Name

Street

City and State

Macbeth-Evans Glass Co Pittsburgh

Macbeth-Evans Glass Co Pittsburgh

Macbeth-Evans Glass Co. Pittsburgh.

Tell me about Alba, more sales and more profit.

Name_____

Address _____

Hall China Co.,

EAST LIVERPOOL, O.

Vitrified Fire-Proof Cooking China.

BROWN and WHITE.
GREEN and WHITE.
SANITARY.
LEADLESS GLAZE.

FORT PITT HOTEL,
Pittsburgh, Pa.,
All of January. F. I. Simmers in charge.

The

MAYER CHINA CO.,

Beaver Falls, Pa.,

MANUFACTURERS OF

MAYER CHINA

Vitrified Hotel China

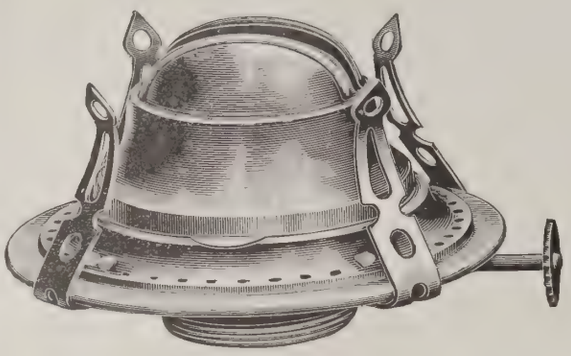
ROUND EDGE AND THICK.

AS SUPPLIED TO

HOTELS, CLUBS, RESTAURANTS, INSTITUTIONS.

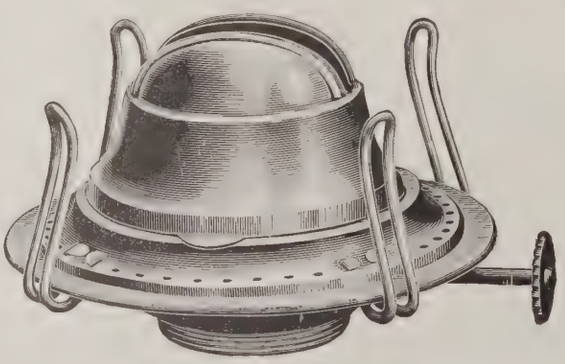
DINING SERVICES.

During January our full line will be shown at the Fort Pitt Hotel, Room 710, Pittsburgh, Pa., by Mr. Arthur E. Mayer.









Wheeling Stamping Company

Wheeling, W. Va.

MANUFACTURERS OF

Lamp Burners
Lamp Trimmings
Lanterns
ScrewTops for Bottles

We make a larger variety of cheap, medium and high grade burners than any other manufacturer in this country.

The combustion of our burners is perfect, insuring a large, white, brilliant light.

In appearance our burners are neat and compact. They are also strong, rigid and well made.

We have added new No. 1, No. 2 and No. 3 burners to our line.

Warwick China

Club.

Hotel

and

Dinner Ware.

The Aristocrat of

American China.

Works:

Wheeling.

W. Va.

New York Office:

E. B. Dickinson.

Fifth Ave. Bldg.

ENGINEERS CONTRACTORS MANUFACTURERS

"Everything for the Glasshouse"

Furnaces

Built from perfect designs resulting from many years' experience in fuel economy and melting efficiency.

Gas Producers

We manufacture and build the Herrick and Duff Water Sealed Producers and are the sole manufacturers of the *Hilger Mechanically Operated Revolving Grate, Self-Cleaning Producers.* We make complete installation of the *Smith Gas Power Company's Clean Producer Gas System,* which completely eliminates tar and soot. Expert application of both raw and cleaned gas to glass melting and annealing.

Chowning Automatic Steam Pressure Regulators

for raw gas producers.

Annealing Lehrs

Double rod, pan and continuous carrier annealing lehrs. Perfect annealing with low fuel consumption. We have acquired the exclusive rights in the

Steelman Patented Muffle Lehrs

for use of raw producer gas, natural gas, oil or coal fuel. Tempers ware perfectly without stain or discoloration. The Steelman muffle feature can be applied to your present lehrs at a small expense.

Frink Window Glass Drawing Machines

(Columbus Glass Company, Licensor)

The highest development in mechanical window glass making. Write for comparative costs. We make complete installation of the modern window glass plant.

Chimneys and Stacks

Wiederholdt reinforced concrete and tile chimneys and brick lined self-sustaining steel stacks.

Vanad-Iron Mold Castings,

Foundry and Machine Work.

Tools, Supplies and Equipment

For all lines of glass manufacture. Consult our catalogue

"EVERYTHING FOR THE GLASSHOUSE"

H. L. DIXON COMPANY

Office and Works: Rosslyn Station, Carnegie, Pa.
Mail Address: P. O. Box 140, Pittsburgh, Pa.

SERVICE EXPERIENCE RESPONSIBILITY

Established 1857. Incorporated 1896.

The Vodrey Pottery Co.,

Makers of the best

White Granite and Semi-Porcelain,

Plain and Decorated.

East Liverpool, Ohio.

New shapes and decorations for 1916. Advance samples now ready. Call and inspect our lines when visiting the market. It will pay you.

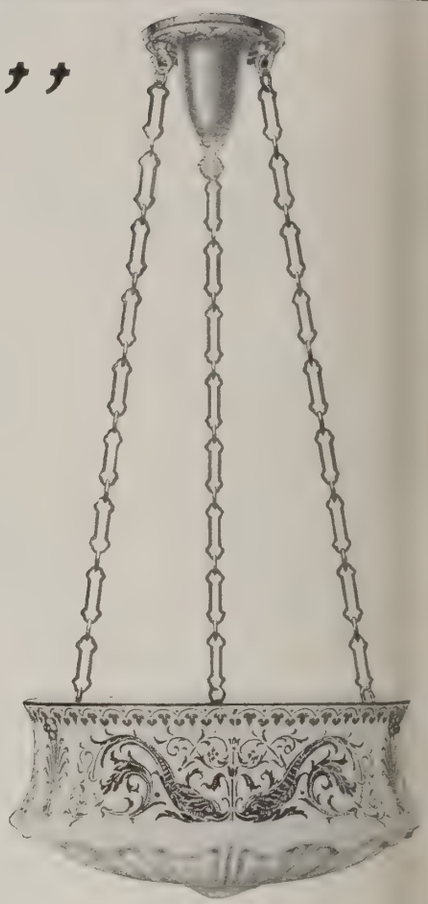
"Pilabrasgo" Products.



No. 2170½



No. 1238½



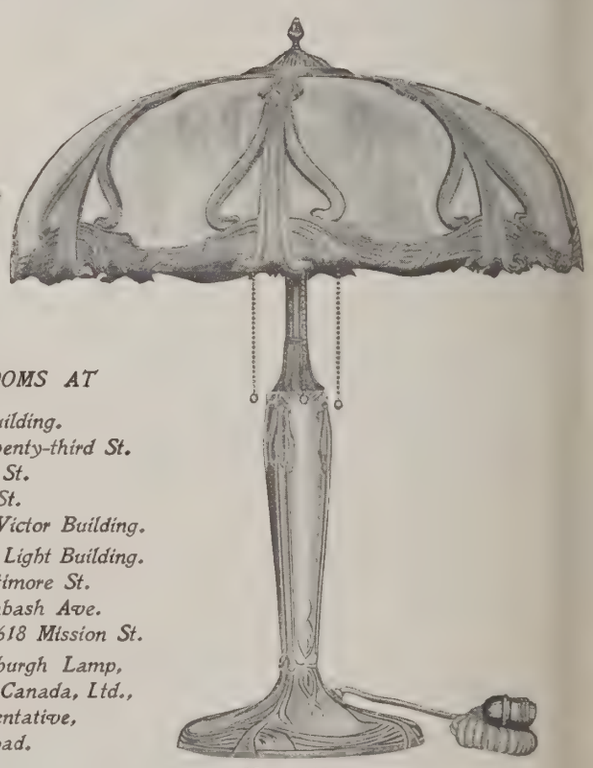
No. 2194½

NEW DESIGNS and FINISHES CONSTANTLY BEING ADDED.



No. 1243½

CATALOGUES ON REQUEST.



No. 1245½

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Building.
New York, 35 West Twenty-third St.
Philadelphia, 816 Arch St.
Boston. 127 Federal St.
Kansas City, 309 Victor Building.
St. Louis, 614 Laclede Gas Light Building.
Baltimore, 122 W. Baltimore St.
Chicago, 110 S. Wabash Ave.
San Francisco, 618 Mission St.
London, Ont., The Pittsburgh Lamp, Brass and Glass Co. of Canada, Ltd., R. E. Davis, representative, 113 Wortley Road.

THE Pittsburgh Lamp, Brass and Glass Co.

General Offices, PITTSBURGH, PA.

Planning a Special Sale.

Copyright 1915.

THE merchant should have a definite reason for having a sale and he should plan his sale to secure definite results.

It may be advisable to have a sale to keep up the buying interest of the community during a dull period. It may be necessary for the merchant to raise money to pay his bills. It may be a good plan to reduce stocks, clear up odds and ends of broken lines. There are many legitimate reasons why a sale should be put on.

The ultimate object of the sale will in a measure regulate the manner in which it is advertised and in the way it is handled. If it is a clearance sale, out and out, prices will have to be made the most alluring point of the advertising. If it is not to reduce stock and get rid of old stock some other reason for the sale must be given and the advertising and conduct of the sale regulated accordingly.

In the smaller places the usual cause of a sale is the over-loaded condition of the stock. This necessitates a clearance sale. We will therefore outline a plan for a clearance sale.

The first thing to be considered is the merchandise to be sold. It is folly for a merchant to put on a clearing sale and then sell his best goods at a reduction and hang on to his poorer goods. Get rid of the odd lines, broken lots and undesirable merchandise. That's what the sale is for.

Take time to go through the stock and reduce the prices according to the value of the stock to the public. An article that is not wanted very much must be reduced very much, a more desirable article need not be cut so close, and so on. Make the price low enough to sell the goods, but no lower. Get all you can out of the sale.

The goods ready for the sale it is then necessary to decide when the sale will be started. It is better to start a sale near the end of the week than on Monday. Saturday is the best day of all, Thursday comes next, Friday no day at all.

In planning the starting date allow enough time to get the advertising done and the goods properly marked and displayed.

The length of time to run a sale is important. It is a good plan to run a sale just as long as there is enough interest in it to make it profitable. The writer remembers a sale in a shoe store where the sale was advertised for a month. The interest in the sale was dead inside of two weeks, but the merchant kept his bargains out on his tables and sat around and wondered why the people did not buy them. The fact was, this merchant had put out his worst stuff, and some of it was pretty bad, and had held his better stuff back. This was not a good plan, as a little reasoning will show.

The first few days of the sale will determine its success or its failure. If it does well and the people are satisfied the merchant is giving them good values the sale will last much longer because of the mouth to mouth advertising it will get. If it is found that only undesirable stuff is being offered, and at unattractive prices at that, the mouth to mouth advertising will kill the sale. Therefore the merchant should make the first few days of the sale the most attractive of the whole.

No sale will be a success unless the merchant tells a large number of possible purchasers that he is having a sale and cutting prices. To accomplish this he advertises. This is usually by newspapers, circulars sent through the mail and delivered by hand, and from house to house distribution of hand bills.

A good half-page, or full page newspaper advertisement will serve as well for the circulars and handbills, thus saving time in writing special copy.

A good name means a great deal to the sale. A number might be mentioned: "Unloading Sale," "Public Benefit Sale," "Rummage Sale," "Cyclone Sale," "Clean Sweep Sale," "Keep Busy Sale."

The advertising of the sale should follow the name. For instance, an "Unloading Sale" might be advertised by having cuts of a wagon dumping goods into the street, or store. A clean sweep sale can be advertised by having the broom in evidence. A cyclone sale by showing a whirling lot of goods and referring to the whirlwind of cut prices, etc.

The different lots of goods should be separated and divided into classes and advertised in that way. Goods suitable for men, for women, for boys, etc., goods suit-

able for the furnishing of the home, for the table, etc., should be advertised separately.

All newspapers that will reach a store's possible customers should be used as freely as possible for advertising the sale. Then the circulars and handbills should be mailed and delivered to those the newspapers do not reach.

Where advertising matter is to be distributed from house to house, see that it is properly distributed. It does not pay to have half of the lot thrown in under sidewalks, or burned up on the commons. It pays well to give a good price to have them distributed properly from house to house. It pays not at all to have poor distribution.

It is a good plan to have something besides the mere list of "bargains" to bring people who might buy to the store. The following has been worked successfully a great many times:

Offer three or four prizes, merchandise or cash, for the best guessers in the locality. A merchant had a red tag sale. He advertised it by having all the advertising in the form of tags. Upon those he distributed by mail and from house to house, he had the following announcement:

$25 in gold free to the person guessing the nearest to the number of sales checks during the day of the sale. Sign your name to the coupon below, bring it to the store during the first week of the sale and deposit it in a special box we have prepared for it. After the sale is closed these estimates will be taken out and the nearest guesses given the prizes. Nearest guesses will be given $10, second nearest guesser will receive $7.50, the next $5 and the next nearest $2.50. You have a chance to win one of the prizes. You do not have to buy anything to guess. But one guess to a person."

The coupon read as follows: "My estimate of the number of sales checks at your tag sale is.....

Name .....

Address .....

These coupons were used in large numbers and brought the people to the store to deposit them in the box. The object was to get the people into the store. The object was accomplished. Something of this nature is a good feature of a sale. If the people are brought into the store the merchandise and the salesmen are supposed to do the rest.

The merchant should keep up interest in the sale by introducing every day something different, by injecting some feature that will attract attention and attendance at the sale. One of the easiest methods is to have an hour sale, a half-hour sale, or several five-minute sales in different parts of the store at certain hours. These can be made to help bring out trade in the mornings also.

Unless interest is kept up the sale will gradually die out. There must be a continual hurrah! to keep both the customers and the clerks enthused to a point where sales are consummated.

The appearance of the store has a great deal to do with the success of a sale. If a patron goes into the store and finds there is no extra effort made to show the goods, no sign of a sale, she loses all interest at once. It will pay to jumble things up a bit. Change the entire appearance of the store, get out a lot of bargain tables, show lots of goods, have big price cards, make the public believe in the sale. That means a great deal.

If necessary, extra clerks should be hired. Many can be secured for the opening days. If the interest keeps up, keep up the staff, when it lags drop the extras and make the regular force work like beavers.

Give some extra special bargains as leaders, both at the start of the sale and at the hour and half-hour sales. These leaders are a wonderful stimulant to a sale.

Unless a merchant is prepared to keep interest up in his sales he had better not advertise a date of closing. Then he can drop the curtain as soon as it is seen that the interest of the public in the sale is dead.

Another word of advice, in conclusion: When the sale is over, clear up the debris. It is a great mistake to allow bargain stuff, shown at the sale, that still remains unsold, to be left around for the customer to maul over. If it did not sell at the sale, the price was not right. It would be allowable to have the worst of these shown at a greater cut in price. But the best plan is to put them away for a time and allow no signs of the sale to remain in sight. These near-bargains create a very bad impression. Avoid that.

BIG POTS A PUZZLE.

AN expert has declared that there is no kiln or oven in this country, probably none in the world, large enough to bake the largest of the big pots discovered in the Amazon valley, samples of which are now on exhibition at the museum of the University of Pennsylvania. The clay used also has aroused much curiosity. When a piece of the edge was clipped from one of the big bowls the material was shown to be a black, flinty substance. Undeniably it is clay, but of a kind never seen before by archeologists. Potters are astonished at its remarkable strength. The large bowls are less than an inch thick, while some of the smaller ones, a foot or fourteen inches high, are as thin as a sheet of newspaper. An idea of their strength may be gained from the knowledge that they were transported about ten thousand miles before reaching the museum and only a few of them were broken, though all were packed under difficulties by villagers who knew nothing of packing breakables.

The Indians who made these wonderful pots are as mysterious as their work. Doctor Farrabee wrote that they were absolutely devoid of any traditions, and had no idea of where they came from. It is known, however, that they cannot have been in Peru more than about five hundred years. The larger bowls give out a metallic sound when rapped. One not seeing the substance would say at first they were made of painted copper. Each of the two big pots would hold over a thousand gallons.

The Mail Order House; Its Strength and Weakness.*

THE first mail order house in this country was established in Chicago in 1872 by A. Montgomery Ward, ien a young man who had worked for some years as a ilesman in Chicago retail stores and had traveled a little or a wholesale house.

During the latter part of the 60's and early 70's there rew up a strong organization among American farmers nown as the Patrons of Husbandry. The locals of this ganization were called granges. Montgomery Ward ught the idea of offering to act as an agent for a mber of these country granges scattered through the iddle West and to buy for them in the Chicago market. radually he worked up a good sized business of this nd, but the buying features of the granges did not ove generally satisfactory to the farmers, and Montmery Ward shifted his business as buying agent for anges to that of individuals. In course of time he gan to carry a stock of his own from which orders re filled, and so arose the first consumers' mail order use.

In 1882 Montgomery Ward incorporated his business Illinois. In 1913 the concern was reincorporated in w York. There is said to be over 1,200 mail order cerns in the United States now.

Chief of the present day mail order houses is Sears, ebuck & Co. R. S. Sears, the founder of this con-rn, began as a station agent in the latter 80's and rly 90's up in a Minnesota town. One day a watch was eived at his office to be delivered c. o. d. The customer could not be found and Sears notified the shippers. e watch concern wrote back asking him to sell the tch to some one else. He did so at a profit of $2. en the watch company suggested that he sell more tches for them in the same way, which he did, and y successfully. He found the watch business so satisfactory that he gave up his job as station agent in 1892 a went to Minneapolis and started a mail order watch a jewelry concern. In 1895 this concern was moved to Chicago.

ears continued in the business down to 1906. In that yer he dropped out and Julius Rosenwald, a former empe, became president, but the name of Sears was reta ed. Since 1906 the business has grown by leaps and bounds. In 1913 the total sales exceeded $95,000,000, and in 1914 they exceeded $100,000,000. Sears, Roebuck & Co. is now the largest retail concern in the world, measured by its sales.

Montgomery Ward's sales now amount to nearly $50,000,000. Another concern in New York, the National Cloak and Suit Company, has sales that probably reach $15,000,000. Several other concerns have sales exceeding $1,000,000. The total mail order business in the country exclusive of mail order sales by regular stores is estimated at from $250,000,000 to $500,000,000, about four per cent. of the total business transacted through all classes of retail stores. But in country districts, it seems safe to say that the mail order business averages eight to ten per cent. of the total.

It is commonly asserted that the big mail order houses succeed over the regular local, small town dealers for three reasons:

First, it is taken for granted that the expense of retailing through the mail order method is less than over the counter in regular stores.

Second, the advertising and salesmanship of the mail order houses are in many cases much more efficient than in regular small town stores.

Third, the great mail order houses have very much stronger buying power than most small town retailers. Because it underbuys, it is urged, it can undersell the regular retailers.

Let us examine each of these points. First, what is the cost of doing business in the mail order houses, and how does it compare with the costs of doing business through the regular channels of trade? Is the mail order method of distribution really an economy over the regular method? Let us see.

In testimony given before the Parcels Post Sub-Committee of the Committee on Post Offices and Post Roads in the House of Representatives, Wm. C. Thorne, vice-president of Montgomery Ward & Company, stated that the costs of doing business in mail order concerns range from 16 to 25 per cent. of sales.

In figures collected by the writer from seven of the largest concerns, the range was found to be from 16 to 26 per cent., or an average of 21 per cent. of sales.

If one takes 21 per cent. as the average or normal cost of doing business by the mail order method, one must

* An address by Prof. Neystrom before the University of Kansas "Short Course for Merchants."

add other items of expense; the expense of sending the letter and money order, the interest on the money during the wait for the goods and the transportation charges.

It is reported that the average order received by Sears, Roebuck & Co. during 1914 was $6. It may be safe to estimate that this average transportation and other expenses indicated above amount to about 60 cents, or at least 10 per cent. of the order. Adding this to the mail order house cost of doing business, an average of 21 per cent., raises the cost to 31 per cent. of sales. In these figures we have considered no net profits at all, just expense. In the case of Sears, Roebuck & Co., the net profits amounted to 10 per cent. of their sales during 1914.

If no other consideration but expense is allowed to enter our comparison, it may be shown that the mail order method of distribution is not an economical one, for the bulk of goods handled by mail order houses can be, and is, handled through the regular channels of distribution, the jobbers and retailers, on a margin of 30 per cent. of what the consumer pays. In expense of distribution, the mail order house has no superior advantage over the regular retailer.

Second, it may be admitted that the large mail order houses are using superior methods of advertising and salesmanship. Their advertising is scientific because it does just what is wanted of it. The correspondence departments are in charge of wonderfully efficient letter writers. The wonder is that they do not get more business than they do.

Most small town retail stores and their salespeople are far behind in expressing the idea of service. In so far as this defect is due to ignorance or laziness, the trade deserves to be lost, for the time has come when every retailer and retail salesperson should be trained for his work. We must learn how to make our stores and our service fit the public, and must get over the idea that the public will in some way fit itself to our stores. There is only one remedy for this sort of competition in which the mail order house excels, and that is to beat them. The natural advantages are on the side of the regular retailer.

Third, the buying power of the mail order houses is undoubted. They do get prices in many lines of merchandise that permit them to undersell regular dealers even after loading on their expense and a generous profit. The only remedy seems to be for the retailers to get together and demand, through buying associations or otherwise, prices as good as those given the mail order houses.

In lesser ways the retailer can refuse to handle the goods upon which he is unable to meet the competition of the mail order houses. He can push price-protected goods. He can help to get price maintenance legalized and recognized in the courts. Perhaps he can eventually get legal action against unfair price discriminations in the same way that small shippers obtained relief from the railroads through the enactment of the Interstate Commerce act. The buying power of the mail order house is the one point at which the small retailer is unable to compete successfully working by himself.

Finally, I am inclined to think the mail order house business will not continue to grow in the future as it has in the past.

The social conditions of this country have helped the mail order houses considerably. Mail order trade is largely country trade. The country dweller in this country has been willing to give his trade to mail order houses because he has had little or no interest in his nearest town. The American farmer lives as no other farmer in the older civilized countries. In this country he lives out in the country on his farm all by himself. His lonely life makes an independent individualist out of him. The farmer in European countries lives in villages and he goes out on the land only to work, not to live.

The German, French or Austrian farmer lives in his village, perhaps next door to the shopkeeper, the mechanic or the burgomaster. His interests are village interests. He gets together with the retailers on matters of religion, education, politics and health, and he also gets into intimate contact with the retailers on matters of trade. You can't do a mail order business that amounts to anything with farmers who live that way.

In America it is different. Here the farmers have had no interest in the city schools, churches or politics; and it is not surprising that a mail order catalog should exert just as big a trade pull as the village merchant. Having no interest in the village, it has been easy for him to conclude to send to the mail order house. It has been a easy and in some cases easier to form trading relations with the distant house.

Now, this condition seems to be passing away. The second and third generation of farmers want to enjoy more social life than the pioneers enjoyed. They are coming into town for social purposes, for schooling, and other reasons, and a better feeling between town and country is the result. Under equal conditions, the farmer is not likely to send his money away to distant merchants if he realizes that he has interests in his home town.

Do not fear the mail order house competition unless you are inefficient. Get your salespeople educated, and look to your buying. To survive, you must meet mail order competition under equal conditions. Finally, get the country people interested in your town, your schools, your churches, your literary societies and your civic problems. When they get together with you on these things they won't desert you when it comes to trade.

SPURRING ON THE CLERKS.

WITH a beautiful silver loving cup as the goal, sales girls are vieing with salesmen at the Broadway Department Store, San Francisco, in a contest to increase their individual sales during a special sale now being held.

Scoreboards are kept and are watched with interest. The successful making of a large sale by any clerk high on the list creates as much interest and enthusiasm as a home run knocked in the ninth inning of a ball game with the bases full and the score tied.



Porcelain Bowl with Artificial Flowers

At Mogi, Momonoi & Co.'s

UNIVERSITY OF

The Expense of Doing Business.

How to Figure the Cost of Doing Business Correctly.

Copyright 1915.

THERE is always more or less controversy over the method of computing the cost of doing business. In d old school books we were taught to compute profits a l expenses on the cost of an article. To-day we com- p e these, taking the selling price as a basis. But it does r matter how they are computed, provided they are ac- c ately figured and all expenses included. It is because s many merchants fail to include every expense in their c culations that they fail to succeed, hence the following w rds of advice:

The selling price of every article must include the actual c t of the article, plus the expense of handling, plus the p fit, or there is no profit. If the article is sold for less t n its actual cost, plus the cost of handling, there is a l s. That is a self-evident fact.

f a merchant knows the exact cost of doing business h can easily figure all his goods to net him a given per c t. It is not prudent method to assume that the ex- p se of doing business this year will be the same as last, b we do that for the purpose of estimating the cost of d ng business. We can hardly find a better method or it w ld be adopted.

n the following table will be found tabulated the more u al expenses of storekeeping. The merchant should s that every item mentioned is included in his expense a unt before he figures the cost of doing business under m management. In individual cases there may be other e enses to add to those tabulated.

. Advertising, including newspapers, circulars, book- e , programs, calendars, other printed advertising; prizes a donations given away, and tickets bought for adver- i g effect; postage on advertising matter, incoming ex- p s and freight on advertising matter; losses on goods s l at or below cost for advertising purposes; billboards a other outdoor advertising; signs, including electric s s; cost of electric lights for signs and windows (rent w window space and salary of window trimmer should b harged against advertising if the merchant prorates i costs); depreciation on window fixtures; materials f window displays; interior decorations, when for ad- v ising purposes, such as for civic holidays, old boys' r ions, trade-at-home week, etc.

2. Losses from bad debts and cost of collections, court fees, etc.

3. Delivery expenses. Into this account should be charged every item that goes to make up delivery costs. Into this account should be charged all costs of repairs, cost of gasoline, oils, etc.; cost of feed, horse-shoeing, veterinary services, etc.; rent of barns, salaries of delivery help, etc.

[Note—In many of the larger stores every item of expense must be placd into some particular account so that it can be prorated against the proper departments. To find out the proper cost of delivery it is necessary to charge delivery expenses with the salaries of the delivery help, but there being a salary account it is usual to make up reports into which the prorated costs of salaries are entered instead of having more than one salary account. It is customary in some stores to charge up the cost of all equipment used in deliveries to delivery account. At each inventory, the equipment having been valued, it is deducted from the delivery account to secure the exact cost of delivery. The depreciation on motor trucks, horses and wagons should be not less than fifteen per cent., twenty being a safer figure.]

4. Depreciation, including all losses through damaged goods, lost goods, stolen goods, shortage, etc. Depreciation is usually made at time of inventory by making a systematic valuation and charging up the amount depreciated.

5. Heating.

6. Incidental expenses and supplies, including all such items as telephone, local and long distance; telegraph, messenger, carfare, wrapping paper and twine, envelopes and boxes, bags, etc. (the extra cost of advertising printed on these to be charged to advertising account); out-going freight and express, discounts and rebates made to customers for cause, commercial club dues, postoffice box rent, towels, soap, toilet paper, etc., brooms, dusters, floor oils, sweeping compounds, trade journals and books on business, newspaper subscriptions, etc.

7. Incoming freight, cartage and express. This is properly a merchandise account and these items should be charged to the merchandise account at the time of inventory.

8. Insurance, including fire, plate glass, burglary, partnership, employers' liability, bonding employes, etc.

9. Interest on investment. There is considerable controversy over this item. Some merchants seem to think they should not charge interest on the money invested in the business because the profits are interest on investment. They will agree that all interest paid out for borrowed money should be charged against the business, but they are dubious of the charging interest on their own money. It is argued that it is taking money out of one pocket for the purpose of putting it into another. As far as actual results go, this is true, but that does not prove the method an unwise one. If interest is not chargeable against the money invested the owner of the money secures nothing for his investment unless the business pays a profit. If he charges it on his books he has to make up that amount before he can show a profit on his business. Money is worth so much on the market, why not get from the business what you can get from other sources? Besides, if a man thinks he is making money by netting five per cent. on his business, and charges nothing for the use of his money, he is surely not making money at all, for his money is worth at least six per cent. outside of his business.

The business should be considered by the merchant as separate from his personal affairs. If he has money to loan the business, let the business pay him the market rate for it.

10. Legal expenses of any nature whatever connected with the business, except as otherwise stated.

11. Lighting, except for windows and signs.

12. Office expenses, including blank books, stationery, pens, pencils, inks, paste, etc.; bookkeeping expenses, postage, sales checks, pads, depreciation on cash register, typewriters, adding machines and other devices and equipment, including repairs and supplies for same.

13. Rent. If the proprietor owns the building the market value of the store should be charged as rent. This rental value should not include any part of the building that is not used directly for the business.

14. Salaries, including that of the proprietor at a fair valuation.

15. Store fixtures and furniture, including only such items as go to make the store more attractive and that are purchased to facilitate selling and to safeguard merchandise, except otherwise allotted. This account should be charged with the cost of the items and at inventory time the value of the fixtures on hand deducted. The balance will be the cost for the year. Great care should be taken to make the depreciation sufficient to cover the loss of value during the year. Ten per cent. is not too much to discount such things.

16. Taxes, including city, state, county, school and local improvement taxes, income tax, license and special taxes, water rates, etc. Except when properly chargeable against the rent of the building, when owned by the proprietor, and against his personal account.

17. Any other costs of doing business not included in the above.

This table of expenses may be too complete for some and not complete enough for other merchants. No matter what the size of the business, every item mentioned above if a part of its expenses, should be charged against the business, even if it shows the business is losing ground.

It is very well to know what some other merchant thinks his per cent. of the cost of doing business is, for comparison, but it is very unwise to accept it as a standard and figure your business upon the same basis.

The merchant should *know* what his expenses are, there should be no guess work at all. If he figures all expense into his expense calculations, then he will know. If he is satisfied to allow the use of his money for nothing, to allow the rent of his store for nothing, to inventory merchandise and fixtures that he wouldn't buy at any price at their original cost, and on top of that, work for just what it costs him to live for the purpose of showing his business is not losing money, let him do so. He will never get very high up in the scale of merchandisers.

Be sure every item of expense is charged against the business and be fair with yourself and your business. If you can make a better living working for someone else renting your store, and putting your money out at interest you owe it to yourself and family to do so.

Where are you at? Figure it out for yourself. To find the per cent. of sales it costs to do business, multiply the amount of the total expense by 100 and divide the result by the total amount of sales.

Example: Sales, $5,000; expense, $500.

Multiply 500 by 100 and get the result—50,000. Divide this by 5,000 and we get 10, which is the per cent. of expenses as related to the sales. Use your own figures and see what the result will be.

A TELEPHONE WITH A MEMORY.

DEVICES for making a telephone "remember" what is said to it have been available for many years but have never been commercially successful. The telescribe, an instrument of this type recently devised by Thomas A. Edison, is said to be both simple and practical. A little desk-instrument is used, by means of which one of the parties to the telephone talk may record the conversation on a phonograph cylinder. The receiver of the regular desk-telephone is first removed from the hook and placed in the socket of the telescribe. Then the user takes up a small receiver which is part of the telescribe and gives his call to the exchange, while starting and stopping the dictating machine by means of two small buttons on the telescribe in order to record the conversation between pauses or delays, thus avoiding any waste of running the wax cylinder meanwhile. Both sides of the telephone conversation are recorded, including all evidence of the central operator's voice in making connection. The telescribe, it is believed, will place the use of the telephone in a more serious light in business. The wax records may be retained indefinitely for reference.

Why Study Salesmanship?

STRANGE as it may seem, there are some salesfolk who will demand that they be shown why they hould study salesmanship, why they should try to learn omething they think they will pick up fast enough as ney go along. Unfortunately, one does not pick up alesmanship fast enough as one goes along, writes Frank reeman in "Dry Goods." The individual who depends n learning salesmanship or any other profession in that ay will never get beyond the first stages.

The first reason for learning salesmanship as fast and s well as possible is the selfish reason. The better you re able to sell goods, the more salary you will draw. tore managers are not blind to the results obtained by eir individual salespeople. Just because no one is stand- ig around watching your work, do not think no one nows what you are accomplishing. If the store in which ou are employed is properly managed the management ill know which employes are earning their money, which alespeople are selling enough goods to pay a profit on eir wages. If the store is not properly managed, the ooner you get into a well-managed store the better or you.

What you want is a place where good work will be equired and appreciated. There it will be necessary for ou to learn salesmanship in order to keep your position.

Every merchant is trying to increase his business. He nows it is up to his salespeople to do much of the in- reasing. The management may advertise and buy wisely nd display artistically, but, when all is said and done, ne actual selling, the work done by the salespeople, is hat counts. That brings the increasing of the business ght down to you personally.

You, the salesman, or the saleswoman, then, are the ne who has in your hands the making or breaking of the usiness. Instead of being a mere supernumerary you re playing a leading part. Can you hope to be suc- essful without study?

The good salesman invariably increases the business ith which he is connected. The poor salesman will al- ost always decrease it, at least as far as his influence oes.

Whatever you may owe to the man who pays your lary, you owe it to yourself to get along, to develop, make good. The world does not owe you a living, nd if you get into your head the idea that it does, you will probably find yourself starving to death while try- ing to collect the account. The world owes you only what you can make it pay you. The best way to make the world or any part of the world pay you anything, is to earn it.

You are spending more or less time every day in learn- ing something. It may be spent in learning the latest gossip of the town, the baseball news, the doings of the politicians, theatrical items or other information unrelated to your work. Just because what you spend your time in learning is facts, it does not follow that it is of value or use to you. A vast conglomeration of facts in one's mind is of no help so long as those facts are not con- nected with one's work. In the study and learning of useless and ornamental knowledge it is well to observe what Herbert Spencer said of such studies: "As they occupy the leisure part of life, so they should occupy the leisure part of education."

Make the main business of your day the improvement of your methods of working. Personally, I believe that a young man or young woman can afford to make the main business of the leisure part of the day that of developing a better knowledge of one's work.

Recreation ought not to be neglected, particularly physi- cal recreation, but that form of so-called recreation which consists in lowering one's vitality, reducing one's mental strength, stuffing one's body or mind with useless food or knowledge, ought to give place to study or practice of one's profession, whether it be selling or surgery, sales- manship or authorship.

Two things are very important in successful sales- manship. One is knowing what to say, and the other is knowing how to say it. In order to know what to say about the goods the salesperson must study the goods and all the available literature about them, including ad- vertising matter. In order to know how to say it, one must study not only the methods of salesmanship and the principles of salesmanship as laid down in various works upon the subject, but also the English language.

Everyone of us has a natural wish to be a high-class workman. Our ambition spurs us upward. Some of us have more ambition than others, but I believe no man or woman exists who is absolutely devoid of any. If we are to make use of our ambition we must respond to the pricking of its spurs. If we ignore it entirely we

will become hardened so we do not feel its pricks, just as one may become hardened to the prickings of conscience.

I am recommending the development of salesmanship on the selfish ground that it pays the salesperson, because it seems, unfortunately, that the selfish appeal is the strongest appeal we can make to humanity. If we can show a man that a thing will pay him well we can get him to do it after having failed to interest him in doing it for any other reason.

But there are plenty of salespeople who do feel that there is a greater and better reason for trying to amount to something. There are many who realize there is more to life than the making of money, and that to do a task well is in itself a satisfaction that is more than money.

It is happily true that in this enlightened day the man who does the thing well for its own sake is almost certain to be the man who finds himself best paid in money for his work. When conscientious work is better paid than mere time-serving work, the condition is as it ought to be.

The man who determines to exert every effort to become a high class salesman just because it will pay him better to be that kind is very likely to find in the end that he remains high class because he has grown to that calibre and would not be satisfied to drop back into the old slipshod ways.

For any individual to go to work in a store and refuse to try to learn salesmanship is the same thing as for an apprentice in a machine shop declining to do anything to become familiar with machinery. It is as sensible for a store employee to refuse to study salesmanship as for a medical student to refuse to study medicine.

What can you amount to behind the counter without real salesmanship? You will merely remain all your days a mediocre salesman, jumping about from one store to another, remaining in one only long enough for the management to find out that you are a dead weight, a drag on the business.

While you are young it may be easy enough to get along on the easy way plan, but you will not always be young any more than anyone else. You think you are an exception and that middle age and old age are not scheduled for you. You are sadly mistaken. The time is coming when the slipshod kind of work that keeps you in the lowest class on the payroll now is going to get you dropped entirely.

Look into the future! Even if you do not need the money; even if you have a nest-egg, or have a legacy coming to you when you are a certain age, you need to study how to do your work right. Of what value a legacy large enough to enable you to start in business for yourself if you have neglected to learn how business should be done. If you do not develop yourself into a good employee, be sure you will never be a successful employer. As the boss you will not be able to fill shoes of any larger size than you wear as the clerk.

One of the easiest and cheapest things you can get is knowledge. The supply is unlimited. The sources are all about you. The price is simply an inclination. Go after knowledge about your work. Get all of it you can; study salesmanship in both theory and practice. It will pay, and it will do more: it will make your life worth while.

ENGLISH AS TAUGHT IN BRAZIL.

OCCASIONALLY are heard expressions of discouragement that the South Americans do not respond warmly enough to our efforts to win their confidence. Let the doubting peruse the pages of a booklet published in the city of Para, a copy of which has just been received in New York City by a merchant dealing with Brazilian firms.

Apparently it is a pocket dictionary of English and Portuguese for the use of Brazilians, to be referred to while out walking or meditating in the street cars, or perhaps while journeying up the Amazon on a river boat.

"Inglish for the Mass" is the title of it, as translated by the author. Apparently the "mass" in Brazil, whoever it may be, need not be very fastidious in the matter of spelling, for the first ten or twelve pages, devoted entirely to columns of words, would not earn a very high percentage in a primary school examination. However, it is when he comes to his constructed sentences that the author displays a poetic fancy not to be restricted by mere rules.

"Conversacions for the Daily" is the heading of the first round of this battle with English syntax. Then follows a sample of a "conversacion" that should take place between two Americans meeting each other out walking.

"Good morning, sir; is it not the day fine?"

"Very pleasantly, thank you; and how are you?"

"Very goodly, with your permission, sir; are you walking?"

"Yes, sir; for the health. Will you break some fast with me?"

"Gracious, yes Shall we go to the coffee?"

"With pleasantness, sir. Let us eat meat and bread."

And so each lesson progresses, until the "mass" is supposed to be so advanced as to be able to enjoy a more scholarly essay on "The American Sellsman."

"The American Sellsman," writes the author, "is typically of an energy which is to admire in the warmth of tropics. Of a youthfulness generally, he breaths lively and walks springly, searching the customer loyally for the firm his. To all he greets smiles, and one is to admire his frank. He is fresh of the cold northerly. Yet under the breast of the American sellsman beats the heart warmness; therefor let us give greeting smiles with two hands open to him, crying 'welcome to Brazil, Mister.'"

Need the United States business man be discouraged, with such a greeting awaiting his commercial representatives when they sail south to capture the South American trade?

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CHICAGO



NEW YORK

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No matter what your wants may be in Japanese or Chinese Goods, either for immediate delivery or direct importation, you should see our line before placing your orders. We welcome comparison and extend to you a cordial invitation to acquaint yourself with the values which we are offering in

Fancy Chinaware, Chinese Porcelains, Teakwood Furniture, Vases, Baskets, Dry Goods, Antimony Ware, Lacquered Ware, Toys, Novelties, Artificial Flowers, Portable Lamps, Antiques and Art Goods, etc., etc.

When you go to market come and see us and we will show you how economically Oriental Goods can be purchased. If you can't come, send for a copy of our catalog—it's the next best thing to a personal inspection. *Use the coupon.*

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BUFFALO CHINA 1915



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Effects of Variability of Lime.

AVE recently had occasion to make investigations pertaining to the difficulties encountered in the ing of various articles upon the automatic and i-automatic machines, and by the various pressing esses which are now being used by manufacturers his country, writes R. L. Frink in "The Glass-ker." and one particular fault is so prevalent, and uch a pronounced factor in determining the suc- or failure of these operations, that it seems to de- e mention, and the special attention of those who experimenting with or commercially using such esses. This fault, and I think it can justly be so ned, is due to nothing more or less than the lime—its ity and the quantity used.

rst it should be mentioned that in the majority of nces, or at least most of those which have come r my observation, lime is used in the batch in such ortion as to give a glass wherein the content of lime pposed to be approximately 8 per cent, and no t those who originated the formula anticipated 8 per cent was to be the amount of lime, or cal- oxide, which should be obtained, and if the for- was computed on a scientific basis, there no doubt an endeavor to produce a batch having a mole- proportion of 6 of silica to one of lime and one da, and although the amounts found do not con- to these ratios, nor are the formulas computed this basis, yet it may be assumed that some time e genesis of the art an endeavor was made to ob- his rational ratio.

glass which is so constituted as to furnish an ultim- alysis of 72.5 silica, 8 lime, or calcium oxide, and soda, or sodium oxide, with approximately 1½ nt of alumina, magnesia and decolorizing mate- gives a glass which is sufficiently near to the mole- ratios as to satisfy the chemical affinity of each of gredients, and also produces one which will read- lt and form a homogeneous mass, having those rties of viscosity, brilliancy and specific heat, and such a nature as to make it well adapted for mak- tank furnaces or in pots.

uming, therefore, that this gives a good glass for rpose for which it is designed, as experience that it is so considered by those operating this branch of the industry, it will be obvious that if it is desired to maintain these ratios it is necessary that all the ingredients which go to make up the batch must have a specific and uniform composition.

The sand which is usually found in factories manufacturing any line of pressed ware or bottles, is a grade and quality which runs sufficiently uniform as to require but little attention, inasmuch as it rarely varies more than ½ to 1 per cent in the amount of silica contained in it, and about the only thing which varies the quantity of available silica in the sand as used in the mixing of a batch, is the quantity of moisture or water which it carries; therefore if the batch mixer uses any care whatever in seeing to it that his sand is dry when it is used, there should be little or no trouble experienced by any fluctuations in the quantity of the silica in his glass. This is not to say that the glass does not at times carry some ingredient (even though small proportions of 1 per cent) which will cause trouble, producing small stones and seeds; but this not within the domain of this discussion.

The sodium oxide, or soda, in the glass is commonly obtained from soda ash, although occasionally salt cake is used in the making of bottles, and the heavier and rougher class of ware, and as this chemical is manufactured under advanced scientific processes, its constitution is very uniform, and while there are two grades upon the market—48 per cent dense and 58 per cent extra dense—the manufacturer will find little cause for worry in this direction as long as he purchases from reliable concerns and does not change from one grade of ash to another, that is, from 48 to 58, or vice versa, for average product upon the market comes up to the quantity of sodium oxide, and sometimes, to a small per cent, exceeds the quantity specified, that is to say that in using a 58 per cent extra dense soda ash, 58 per cent of sodium oxide can be counted upon as going into and becoming a part of the glass. There are, of course, some slight impurities found, and occasionally a car will be received which has been leaking, or for a long period exposed to damp weather and thus have absorbed some added moisture. However, the amount of sodium oxide will not vary to an extent as to cause any preceptible variation in the glass.

Coming now to the lime, we have a vastly different material and conditions. In the majority of the factories burned lime is used. Why burned lime is used in preference to the raw or unburned lime is a question to which the only answers I have received are: that it takes too much fire to use raw lime; because they can not produce quality with raw lime; and other minor answers. But with all those answers in this manner I take issue, and I trust that I may here be able to clearly present some facts which are so easily proven, and point out conditions which may be so readily observed and understood, as to make my contention valid and indisputable.

First let us assume that we are following four cars of lime from the time of its making until its use, and in this assumption I will, as a matter of fact, give substantially the conditions found in tracing four cars of lime which came under my observation.

Car No. 1.—This lime was burned, passed through the mill, and loaded directly into the car on the first day of July, the weather being hot and dry. The car was a rush order, in consequence of which it was put onto a fast local freight, and went through to its destination in a little over a day's time. It was unloaded and immediately used in making batch, and was charged into the furnace as rapidly as two tanks would take it. In about 8 hours time after this fill was commenced, considerable trouble was experienced in the glass in off-hand work by cords and stresses, and in the pressed ware with cords, and an extremely high breaking. An analysis of the glass after 24 hours of using the lime, showed that the lime content of the glass had increased from 6¼ per cent to about 8 2-3 per cent; that the magnesia had decreased from about 2 per cent to a little over 1 per cent. An analysis of this lime, the sample being taken as it was unloaded from the car, showed that it consisted of about 92 per cent calcium oxide and 3½ per cent. of magnesia oxide, with substantially no calcium or magnesium carbonate present; there were also some other impurities, which, however, I will not mention.

Car No. 2.—This lime was burned, taken from the kiln on July 3, passed through the mill and was placed in storage bins where it remained until about July 8, during which period heavy rains set in with a high humid atmosphere, which condition prevailed during the time of its being loaded into a car and of its final unloading out of the car. The car was in transit about 2½ days, so that a period of about nine days elapsed from the time it was taken from the kiln until it was being used. Samples taken from this car analyzed showed between 85 and 90 per cent. of calcium and magnesium carbonate and hydrate, with only from 8 to 10 per cent of calcium oxide as free calcium oxide existed in the lime. However, the magnesia content was substantially the same as in Car No. 1.

Car No. 3.—This car came from the kilns on, say the 15th of July, passed through the mills and was placed in storage remaining there for a period of six weeks and not being used until the first of September. Thi lime, when unloaded from the car, and analyzed, showe that it was substantially all calcium hydrate and ca bonate, the actual amount of calcium oxide whic existed being but 54 per cent; the magnesia prese was found to be about 6 per cent. Now what happene to produce this result is, of course, quite obvious whe one stops to consider that this lime was lying expose became air slacked, and more or less hydrated with considerable absorption of carbonic acid, forming ca bonate of lime. When this was unloaded at the pla it was remarked by one of the workmen that it wa exceptionally good lime because it was "heavy," whi in reality this added weight was due to water and i hydration.

Car No. 4.—This lime was burned about the first September, passed through the mills and delivered about three days, under fair weather conditions. A alysis showed it to contain about 70 per cent of calciu oxide and 14½ per cent of magnesium oxide, so th there was but about 12 per cent of hydration or slac ing. However, when this lime was used considerab trouble was caused by very dense, heavy cords, and great deal of difficulty experienced in getting any pie of ware to come out perfect, due to the nonhomog neity of the glass. This made it rather ragged ar lumpy, and it was almost impossible to get the prop amount into the mold, and to get it pressed and out the mold in any kind of condition that it could be us at all. Furthermore, the breakage which occurred du ing a 24-hour period amounted to about 12 per cent.

Now let us analyze the conditions and see what d ductions can be made. As stated, when Car No. 1 w used cordy and stringy glass resulted. When Car N 2 was used the results in this respect were somewh better but the glass worked very poorly, and in t semi-automatic machine it was difficult to get t proper blank, and to get this blank in a condition that when blown it would fill the mold uniformly, th being due to the fact that, on account of a considerab decrease in lime coming immediately after the hig lime content, the furnace conditions were such as make the glass considerably more liquid and cause it flow unequally. When Car No. 3 was then added th condition was augmented and caused great distress, the glass became almost unmanageable, and the te perature and furnace conditions had to be chang considerably in order to get the glass into a conditi that it could be worked at all. At about the time th had gotten the furnace and other conditions adjust to conform to the batch which they were using, alo came Car No. 4 with high lime and magnesia conte and produced another climax which was equally as s vere as the previous one, for here we had a high li feature which in combination with the high magne content produced a batch which required considerab more temperature and a longer heating period in orc to effect perfect chemical combination. Furthermo this produced a glass which, at the former temperatu

had considerable different properties than had the glass which was being made from Cars 2 and 3. Therefore it was necessary to again raise the temperature of the furnace, but even with the increased temperature it was impossible to get away from cords and lines, and much poor glass was made, as also was the breakage again greatly increased. For some time during the first six or eight hours after it became evidenced that the glass in the working end of the furnace was in such a condition that it was almost impossible to work it in the automatic or semi-automatic machines, inasmuch as the viscosity of the two glasses was so different, and the temperatures required for working the two were so different, that it produced a blank which could not be made into a perfect article, the product was at least a 50 per cent. loss.

In the operation of bottle machines these conditions impose a severe and almost insurmountable predicament and difficulty, and not until the glass manufacturers awaken to the fact that the use of burned lime is a stumbling block to their success will they be relieved of those periods of seemingly unaccountable conditions of bad glass, nor will they get away from those periods of producing bottles which cause them to receive complaints of high breakage, bad color and poor quality.

I have found numerous instances wherein the glassmaker was working under the presumption that he was obtaining 8 per cent of lime, or calcium oxide, in his glass, his formula calling for an amount of lime which, if the raw materials were of a purity and quality or composition called for by the formula, would produce a glass that would contain substantially 8 per cent calcium oxide, or a rational formula of 3 SiO_2 to 1 of lime, and 3 SiO_2 to 1 soda.

However, the facts as found were in most cases departing to a great degree from the specifications given in the formula and supposed to be burned lime, or calcium oxide, but this would vary in the quantity of magnesia so that the magnesia content would range from 6 per cent to 37 per cent. Moreover the amount of hydration and the degree of absorption of carbon dioxide, and dioxide and water, was found to have taken place to a variable extent according to the conditions under which the lime has been stored. The length of time which had elapsed between the making of same and the using, and other factors which increased or diminished the amount of gases or moisture which had been absorbed by the time in the powdered form to which it was usually reduced and in which form it is usually demanded by the glassmaker.

This also accounts for many of the difficulties and much of the poor glass with which the glassmaker has to contend when he is not possessed of knowledge which he should have and which he would be able to secure through the services of a chemist, or which he would be able to easily obtain by the use of simple methods and apparatus with which he could equip himself. One might readily assume that either glassmaking is a process susceptible to and permissible of an enormous degree of variability in its operation without injury to the product, and, therefore, a business void of technique and a process entirely lacking in fixed and definite relative proportions or relation, or else, on the other hand, the product manufactured and turned out under such conditions must obviously be lacking in certain requisite properties demanded by the consumer. One might almost assume, in the light of such conditions, that the glassmaker could without serious inconvenience or difficulty, easily dispense with such expensive apparatus as scales, and particularly those expensive ones known as "secret" or fixed weight beam scales, for on an average he could approximate the quantity of at least the lime, and obtain as accurate an amount of calcium oxide, should he be using pure calcium oxide, as he is now able to do with the aid of the expensive scales and the uncertain and unreliable lime product that is usually employed in the making of bottles.

Yet the superintendent and the workmen are very careful and particular to weigh out their raw materials with a nicety, and are painstaking in order that the proper amounts shall be incorporated in their batch mixture. Few of these men realize as yet that these raw materials vary in themselves to such a degree, and that they actually contain in some instances less than 40 per cent of the chemical compound which they are supposed to contain. It is fortunate that the lime is substantially the only ingredient which is susceptible to such wide variation, or otherwise it would be difficult to imagine what the result might be and what difficulties might develop.

In all instances where I have found these conditions to prevail I have most earnestly advocated changing the batch formulas and substituting the required amount of ground raw limestone for burned lime which many of them now call for, and which the glassmaker now demands. By so doing they are able to secure substantially uniform conditions and results, in so far as the melting, annealing and color are concerned, for it is rarely, if ever, that one finds variations in the purity of raw limestone which alters the available amount of calcium oxide of more than 2 per cent, which would produce a variation in the quantity of calcium oxide in the finished glass of one-half per cent, or less, instead of 6 to 8 per cent, as is now possible and many times occurs.

While it is true that in using ground limestone the melting conditions are changed somewhat, causing a greater foaming and more extended melting area, yet at the same time it will be found that after the conditions have once been properly produced and understood, and the control of the furnace to meet these conditions has been worked out so that they can be definitely handled, the making of a good glass, maintaining uniform color and securing maximum production will be greatly simplified, and all factors entering therein will be better understood, and more easily controlled.

This change once made the glassmaker will never again return to the use of burned lime as now found in the market. It must be admitted, however, that could burned lime of definite composition be obtained, it has certain advantages over raw limestone; but my experience of over twenty years in the investigation of raw materials proves to me that it is the most unreliable constituent in glass, and, in my opinion, is responsible for 75 per cent at least of the difficulties in maintaining glass free from cords, stones, blisters, and is very potent in causing breakage, loss of color, poor working metal, etc.

I think it is safe to say that the major portion of the breakage occurring in the washing and steaming of beer and beverage bottles, and without doubt a considerable of that occurring in charging and filling of these bottles, can be attributed to laminations and consequent strains set up by the heterogeneous mixture of glasses caused by the rapid changes in the amount of lime introduced in the batch. Too much emphasis cannot be laid on this point, for if the glassmaker wishes to make a bottle which will withstand the conditions imposed upon it by the various methods employed in the bottling of beverages, and of cleaning such bottles, he must recognize the fact that his glass must be free from laminations and strain, which must inevitably occur where burned lime of a character now offered upon the market is used.

I have not mentioned another prolific source of trouble, although of a lesser character, but which too is found in the lime, and will not here attempt to enumerate the many detrimental properties, for some of these are as yet mooted questions, not having been sufficiently studied for us to have at hand positive knowledge concerning their effects. Here I refer to magnesia. I will say, however, that there is one large producer of lime in Ohio who furnishes lime to a large number of manufacturers all over the country, and which has gained a wide reputation but which I consider to be greatly inferior to that of many of the lesser known and smaller producers, and whose product has been the cause of producing all of the herein mentioned and conditions in so far as lime or its contamination can produce it. I have found this lime when sold as burned lime to contain as high as 45 per cent of calcium carbonate, and as high as 40 per cent of magnesia. While these quantities are not detrimental to the making of a good glass when occurring definitely and constantly in these proportions, they are exceedingly injurious in their fluctuation, and cause endless trouble as herein set forth. I have known the amount of calcium oxide to vary in two cars of lime received at the same time, presumably coming from the same quarry, approximately as follows: In the one car the calcium oxide found was 40 per cent, magnesia 30 per cent, calcium carbonate 25 per cent, while in the other car the calcium oxide found was 70 per cent, magnesia 18, and calcium carbonate 6. In both instances the balance to make up the 100 per cent consisted of silica, alumina, sulphur and water.

It is not hard to understand that trouble must ensue when the lime from the first car was all consumed and that from the second car was used. The glass made by using the same quantity of lime from the second car would inevitably demand more heat, would be less fluid, and would when coming down the tank and mixing with the glass containing the lime from the first car, produce great quantities of heavy cords, no doubt accompanied by numerous blisters, seeds and quite likely stones, and before and after these cords existed to a degree as to become noticeable, there would be profuse lamination with a consequent breakage in the factory, on the lehr, in the warehouse, in transit. on the wash-rack, in the bottling machine, and all along the line.

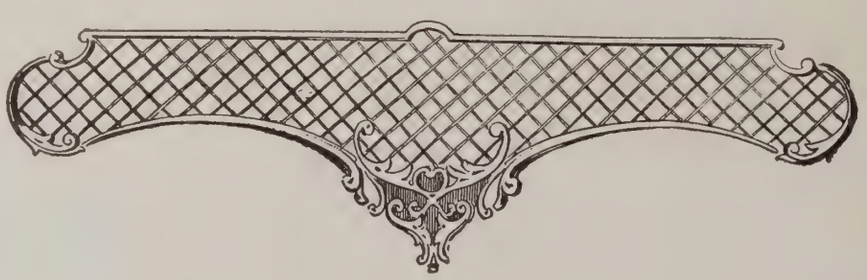
The soda content of these glasses was found to run from 13.47 per cent to as high as 26 per cent, and I have one bottle which showed even higher than this. it being slightly in excess of 28 per cent.

The alumina was found to exist in quantities from 0.9 per cent to, in one instance, that of an imported dark green bottle, 7.95 per cent.

The magnesia was also found to vary greatly, as is to be expected, and exists in quantities from 0.47 per cent to 4 per cent.

The silica also varies to a considerable extent, and is found to be from 66 per cent to 74 per cent. I have as yet found none higher than 74 per cent.

In conclusion I would add that it seems high time for the glass manufacturers to seriously consider the abandonment of burned lime, and enhance the value and operation of their plants by using a more uniform. cheaper and consistent material found in the nature of raw crushed limestone, for if this is secured from quarries where any care whatever is taken in the sorting of the rock, it can be obtained with a substantially uniform magnesia content and a very uniform calcium oxide content, which, in most instances, will relieve them almost entirely from many of their troubles.





Comport in Cauldon China

At Edward Boote's



The Ornamentation of Pottery.

THERE are always people who prefer "ragtime" to Beethoven; an old, crude almanac to a water-color. They will choose a wallpaper, garish, restless, and somewhat reminiscent of the vivid efforts of a ragee. The brightly-colored barge does not offend. It rather pleases, for its casual appearance affords piquancy and contrast among the lovely greens, greys, and browns of the rural scene through which it passes. But imagine the woe of one condemned to pass through a long illness in a room so decorated!

On the other hand, there are people, and we believe that the number of them is increasing, says the London "Pottery Gazette," who, in choosing objects, whether for mural, hearth, or for table decoration, exercise taste. Since their choice is to be more or less permanent, they are necessarily careful in making it.

Those objects which most frequently meet the eye should please. An ugly wallpaper is a continual offence. It is seen every day, and for a good part of the day. It may have to be borne with for several years. An ugly tea set is probably seen every day at least once. Vases, plaques, and flower-pots are, like furniture and wall-paper, ever with us.

It will be agreed that one essential of good ornament is appropriateness, or fitness. The first thing to secure is beauty of shape in the ware, and, fortunately, the most pleasing shapes are not necessarily the most difficult or expensive to produce. But having got a beautiful shape, how is it best treated? Evidently the design should compose with the main lines of the ware. It should not clash, or obtrude, or oppose. Harmony and proportion should be attained. Great care is needed to secure a really appropriate pattern. A design may suit one shape perfectly and yet be quite out of keeping with another. So that it is not enough for a potter to accept a design that looks well on paper, or on another shape; he must be sure that the pattern is the right one for the particular shape in question. One surface will bear a full and another a slight treatment: one requires a free and another a restrained style of ornament. The ideal is appropriateness.

Again, consideration must be given to the use of the ware. A teacup is easily taken in the hand and brought under close scrutiny. It will, therefore, be susceptible of fine and delicate treatment. A pedestal flower-pot is seen from a greater distance, consequently, lends itself to a broader style of ornament. And, since it is supposed to contain growing plants and flowers, it may reasonably be suggested that its ornamentation should be, to use the technical term, conventional. When the natural flowers are actually in the pot, why have imitation ones underneath or around? So that not only the shape of the ware but also its use demands attention. Is it to be used often or seldom? Is it to be seen close at hand or at a distance? In what surroundings is it to appear? Is the ware intended primarily for use or for ornament?

Just as a bath room requires different treatment from that of a dining room, so a toilet set calls for a method of approach differing from that of a dinner set. In fact, may it not be affirmed that the designer must be sensible of atmosphere? Drawing room, dining room, hall, bath room, have each their own atmosphere. The ornamentation of the ware, then, should be in harmony with its surroundings.

It may not be indulging fancy too far, perhaps, to suggest that a tobacco-jar, for instance, should have a decoration that accords with the habit associated with its use—something soothing, reposeful, meditative, and quiet. Nor should one be rebuked as freakish for suggesting that dinner ware should be, as befits its use in the principal meal of the day, substantial and satisfying in its treatment; whereas tea ware may be more delicate and dainty. To the breakfast set may be given, consistency with its use in the morning, a touch of vivacity and brightness. The breakfast eye is not ruminative and in need of rest. At the morning meal there is the newspaper and the post to demand attention. It is not a meal that one lingers over. In the same way the toilet ware may suggest freshness and cleanliness, and use may be made in its decoration of such appropriate plants as rushes, flags, water-lilies, and arrowhead.

Another important consideration is that of interest—

"the function of ornament is to add interest to construction." This applies more particularly to ware that is made expressly as in itself an object of beauty rather than of use. Ware for the cabinet, sideboard, wall and shelf is made to be looked at, to be shown, and admired.

Now, it has been said, and with truth, that people who live on the coast are greatly interested in the concerns of the mid-country dwellers, and vice versa. Similarly, we of the West are curious concerning the customs of the Orient. Perhaps this explains part of the permanent popularity of the "Willow" pattern and of Chinese, Japanese, and Persian decoration. It is the charm of the unfamiliar and remote. Does not this curiosity also in part explain the demand for ware with, say, Dutch landscapes as a decorative feature? The quaint dress of the peasant, the open landscape with its inevitable windmills—how capable of interesting treatment!

The indoor dweller is pleased by that which is reminiscent of the beauty of the outdoor world from which by necessity he is remorselessly removed. What is here meant is not so much a realistic reproduction of external objects as their adaptation. Restraint and the power of right selection are needed. The designer has to know where to stop, what to encourage, and what to suppress.

There is to be considered also the appeal of the past, the charm of the days that are no more, the glamour of the distant view. Sentiment and romance have to be reckoned with by the potter as well as by the author.

There is the charm of the new. Here, however, caution is needed. Many crimes are committed in the name of novelty. In avoiding the monotonous and the stereotyped there is a danger of rushing to the opposite extreme. Freedom must not degenerate into license. That being granted, there yet remains abundant room for freshness and originality. Take, for instance, "floral" decoration. "The ornamentalist is more indebted to plants and flowers, both for materials and suggestions in design, than to any other division in the domain of nature." But how many beautiful plants there are of which little or no use has been made! In the infinite variety of nature there is an inexhaustible treasure of lovely forms and colors awaiting adaptation. It may need to be said, however, that any adaptation of natural forms should be consistently carried out. It is distressing to see ornament partly conventional and partly realistic or naturalesque on the same piece of ware. But there are more technical considerations. The designer has to bear in mind not only the use, character, and surroundings of the ware, but also the various methods of production. Several questions arise. Is the design to be printed underglaze or is it to be partly printed and partly "filled in" by hand? What other processes will be called into play to complete the decoration? Are the lithographer, gilder, and others to be employed?

All these and other considerations come within the scope of the ceramic artist. Any advance in general culture will assurerly give him a less restricted sphe of aesthetic activity, but it will also call for more trai ing in its particular and special application.

Good design is not attained by "fluke." It cannot b a haphazard production. It is to be diligently soug for, and zealously guarded. "Design," says Ruski "properly signifies that power in any art-work whic has a purpose other than imitation, and which is 'd signed,' composed, or separated to that end. It impli the rejection of some things, and the insistence up others, with a given object."

Good design need not necessarily be more costly t produce than bad. In certain cases it may even be le costly. It not infrequently happens that a poor desig is more expensive to engrave than a good one. Son designs, so called, are packed with unmeaning deta needing laborious and monotonous effort. The patter in many a case, would be all the better for a resolu pruning. The effect would be better decoration actually less cost. Of some ware it may be said, adapt Macaulay's criticism of his early literary wor that "it is overloaded with gaudy and ungraceful orn ment."

Undoubtedly it often happens that a manufactur by avoiding the superfluous can improve his ware a save his pocket. "The value of plain spaces in desig is enormous. . . . Plain spaces, as alternations design, are the oases in the desert, and may be com pared to a refreshing silence after a continuous chatt or deafening noise. It is easier to do too much than know exactly where to stop. Excess of ornament d feats its own end."

Not only excess but also incongruity should avoided. One instance may suffice. It occasiona happens that the modeler and the other decorato partly spoil one another's work. And this is all t more regrettable, because each has done his best. Oft the modeler is totally unaware of the nature of the su sequent decoration, and the engraver, in his turn, compelled to cut a pattern which, though it be qui good, will inevitably conflict with the lines and embos ments of the modeling. Not only so, but it sometim occurs that the two decorations are of a totally differe order. What can be more disastrous than to see, brea ing through one style of ornament, the ineffectual lin of quite another style ? Each alone may be good of kind, but together they are distressing. The inco gruous is, then, to be avoided. The various craf should co-ordinate, and each be subservient to the pr duction of a harmonious whole. Though much h been done towards this happy consummation, more r mains to be done.

In concluding, the hope may be expressed th greater facilities will be afforded our workpeople studying the best available productions of Continen potters. It is only an arrogant insularity which d dains such a study. Let every encouragement be giv to students in our technical schools and schools of a Let attention be paid to the best work of kindred craf

Much may be gained by keeping an alert eye on the development of mural decorations, furniture, textiles, photography, and book illustration.

Regard should be paid not only to what has hitherto been demanded, but also to what demands will be made as a result of education. There is evidence of a widening of culture, a refining of taste. This, if true, will react upon pottery. The demand for the excellent will steadily grow. It may, therefore, be urged that manufacturers, in striving to maintain a foremost place in the ever-widening markets of the world, should constantly bear in mind the need of good and worthy ornamentation.



American Fire Clays.

STATEMENTS having been published by importers to the effect that certain foreign clays were essential in the manufacture of certain goods in this country, American producers of clays brought the matter before the Department of Commerce at Washington, alleging that investigation would show that the foreign materials are not essential in the manufacture of the lines in which they have hitherto predominated.

The subject was referred to the Clay Products Section of the Bureau of Standards, and the following statement has been prepared by Prof. A. V. Bleininger, who is the ceramic chemist in charge of this section. It has important significance for American users of the goods described.

In the manufacture of glass pots, tank blocks, graphite crucibles and similar refractories a certain amount of plastic clay is required for the purpose of bonding together the grains of calcined material, ground potsherds, and previously burned fire clay, which constitute from fifty to sixty per cent of the mixture used.

The requirements of pot clays are very exacting and may be summarized as follows: First, sufficient refractoriness to withstand the high heat of the furnaces, under the pressure of the liquid charge, without showing deformation; second, great plasticity and bonding power, making possible the cementing together of the grains of calcined material to a compact mass; third, possession of considerable mechanical strength, especially in the dried state; fourth, the quality of becoming dense at comparatively low temperatures in order to produce a structure impervious to the liquid glass or metal and resisting their corroding influence; fifth, the property of retaining a sound structure, free from vesicular development, upon long-continued heating; sixth, the quality of drying and firing safely without cracking or checking.

These requirements are very severe and are possessed by comparatively few clays. The materials which have been found most satisfactory by years of practical experience are a number of European clays, principally those from Gross Almerode, Klingenberg, Schippach, and the Westerwald district in Germany, and from Belforce and the Ardennes region in Belgium. These clays possess the properties demanded of glass refractories to a remarkable degree. Still it has been found possible for a number of years to use in many places a mixture composed of a larger quantity of American plastic clay from Missouri and a smaller quantity of the imported clay with satisfactory results.

During the first six months of the war the supply of European glass-pot clays was fairly regular, but shipping conditions have become very much more difficult at the present time, and as a result the demand for these materials cannot be satisfied. This condition is an embarrassing one for the glass and the crucible industries, and the question of replacing the foreign clays by American materials must receive immediate attention. A review of the situation tells us that the case is not as hopeless as it has been represented to be by some, and the cessation of the clay imports certainly can not be said to have a disastrous effect on the industries involved. The use of domestic clays already known will enable manufacturers to continue operations, although it is quite possible that until the best possible mixtures of clays can be worked out the production cost will be increased, due to the shorter life of the glass pots and crucibles. In the end the necessity of using domestic clays, which are cheaper and more easily obtained, would be a distinct benefit to the industries.

Recent tests of American plastic fire clays have shown that some of these approach the imported clays in quality, but are still lacking in one or another respect. No single American clay so far examined has

been found to be a perfect substitute for the Gross Almerode and related clays, even though it may be superior in some of its properties. It is, however, not improbable that such a material may be found sooner or later. This condition need not be at all discouraging, since the problem can be solved by the use of a mixture of several American clays, each of which contributes its share toward the developement of a suitable structure. The deficiencies of any one clay may thus be compensated for by the others.

This practice has been followed by the German pot makers with good success, and in some compositions as many as six clays are being used. A further advantage gained in this way is the fact that natural variations in composition and properties which occur in practically all clay deposits do not become so important as when only one material is used, for it is improbable that all clays should change in the same direction at the same time.

Owing to the fact that American manufacturers have already acquired an extensive experience in the use of the Missouri plastic fire clays which have been found to be valuable glass-pot materials, it should not be a difficult task to supplement them with certain other clays which are available. It can not be expected that pots and crucibles of the highest quality can at once be manufactured. The experience being gained must be paid for during the period of development by the possible shorter life of the pots and unavoidable accidental defects which are apt to occur until the best possible proportions have been established. This is a temporary condition which can hardly be avoided. It is important at the same time that close co-operation between the glass manufacturers and the makers of pots be maintained and that systematic research be supported akin to the practice prevailing in the German industries. The prejudice to experimental work now existing in the industries under discussion should be overcome.

With reference to the sources of plastic fire clay in the United States, there are available, besides the Missouri clays, very strong and refractory ball clays in Tennessee and Kentucky, more siliceous but exceedingly plastic materials in Arkansas, excellent soft fire clays in Pennsylvania and southern Ohio, several ball clay-like deposits in southern Illinois, and the various plastic refractory materials of New Jersey. These clays represent a considerable range of properties, and when suitably combined should give results closely approaching those obtained by the use of the European clays.

There might be added that artificial improvement in such physical properties as plasticity, bonding power, shrinkage, strength in the dry state, etc., is not at all impossible through the use of small quantities of reagents like tannic acid and other organic substances, as well as inorganic salts—procedures which have been pointed out in recent experimental work.

In concluding this discussion, the situation might be summarized by stating that the lack of imported pot and crucible clays can by no means be called an industrial disaster, and their replacement would offer no grave difficulties.

POINTERS FOR GOLF ENTHUSIASTS.

GOLFERS in the trade who are anxious to better their play will read with interest the following advice in a recent issue of "Life":

"In learning to play golf, keep your left eye firmly fixed upon the ball, while your right eye is allowed to roam fearlessly over the rear end of the circumambient atmosphere. If both eyes are kept on the ball, one of them invariably flies up with it to the green. By following our rule, however, the eyes pull away from each other, thus preventing you from satisfying your curiosity about the ultimate destination of the ball. This curiosity, by the way, is what ruins the game of a large majority.

"Always play with a worse player than yourself—if you can find one. The rule of playing with a better one is all wrong. Golf is the only game where one never feels any resentment toward one's opponent, and only sympathy or anger for one's self. By playing with a worse player, therefore, one is excited to sympathize with him. To sympathize is to emulate. By emulating a poorer player than yourself you necessarily take more strokes, which means more practice, and in the long run the more practice you get the better your game will be.

"When you are learning how to play the game—that is to say, in the first ten years or so—always be accompanied by two caddies instead of one. One of these should be employed to roam the distant fields and penetrate the deep jungles on your right and left, searching (in vain) for lost balls. The other should remain constantly at your side, soothing you by his gentle presence, handing you the wrong clubs and holding himself as a target for whatever terms of endearment you wish to bestow upon him during moments of religious exaltation. The expense, of course, you will not mind. Nobody who thinks he may in time play a good game of golf cares a hang about the expense."







TWO PAGES FROM NEW CATALOGUE OF

Beaver Valley Glass Co.

(Operated by H. C. Fry Glass Co.)

ROCHESTER, PENNA.



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If you put our ware on your shelves its quality will move it quickly at a profit.

Pope-Gosser China is strictly an American product, differing materially from many others. It has been on the market long enough to prove its merit. The decorations are carefully selected with reference to the outlines of the shapes and modeling of the embossing.

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In this limited space we cannot give you all the information we would like. Communicate with us.

Pope-Gosser China Co.,

COSHOCTON, OHIO.



Decoration No. 414

(solid gold handles).

The Pope-Gosser China Co.,

Coshocton, Ohio.

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JUST A GLIMPSE

at our magnificent seven-story building. We wish you could look through these walls and see the wonderful display of the newest and best that the world's markets afford in

CHINA, POTTERY, GLASS AND LAMPS.

What would impress you most would probably be the new line of

☞ 1916 STOCK PATTERNS.

We took an optimistic view of the business situation and gathered together a host of remarkable patterns. YOU should see them, or write us for samples.

OUR **HOTEL DEPARTMENT** is one of the largest in the country ; under able managers, who devote their time exclusively in catering to discriminating buyers.

Twelve thousand square feet on each of our seven floors !

We are at your service, and have been for over FORTY YEARS, and expect to be for years to come.

Mitchell, Woodbury Company,

556, 558, 560 Atlantic Avenue, Corner Congress Street, - Boston, Mass.

One Block from South Terminal Station.

What About Next Year?

IT will be a good time to buy and sell American Glassware. There was hardly any glass imported that could not be made here. The difference has been, usually, in price.

But now costs are advancing all over Europe; production will be less, and while the war lasts it is not likely there will be any more shipments from Austria and Germany.

NOW as to the situation here: There will be no more potash from Germany until after the war. The supply in the factories here will be pretty generally used up this year, and the reports of a domestic source, while furnishing good newspaper copy, show no evidence of realization as yet.

Good glass can be made without potash, and it can be cut and polished, and it will serve; but it will not be the perfection of metal in all its attributes that we have known.

C. DORFLINGER & SONS

NEW YORK.

EDWARD BOOTE,

35 and 37 West Twenty-third St., New York.

Cauldon, Ltd.,

CHINA AND EARTHENWARE.

Dinner Services, Service Plates and Tea Ware.

Hotel Bone China.

Wood & Sons, Ltd.

Dinner and Tea Ware in exclusive patterns for retail trade.

Vitrified Hotel Ware.

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Blue and Green Dipt and Sponged Ware.

1916 IMPORT LINES

WILL BE READY FEBRUARY FIRST, AS USUAL.

COMPLETE LINES IN DECORATED CHINAWARE,

showing our usual remarkable values.

DOMESTIC AND IMPORTED TOYS

of every kind, showing many new lines solely controlled by us. Particular attention has been paid to the selection of our domestic lines.

DOLLS

of every variety, comprising our usual remarkable and standard lines.

COMPLETE JAPANESE LINES

including toys, china, etc., of all styles, which have been personally selected by our buyers abroad.

We suggest placing import orders early. Our plants abroad are open and working as usual. Import orders placed will be made up and forwarded as soon as shipping can be resumed. Place orders now at prevailing prices, as there will be a shortage on raw material and labor later if present conditions continue. Our foreign departments report that prices will surely advance later, but there is no possibility of a decline. Your inspection invited.

Louis Wolf & Co.

(Established 1870)

Dolls, Domestic and Imported Toys, Decorated Chinaware, Bric-a-Brac, Vases, Full Lines of Japanese Goods.

NEW YORK:
221-227 Fourth Avenue.

BOSTON:
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1916 1916

United States Glass Co.

Style, Beauty, Utility and Refinement.

SECURE your requirements in glassware, from the highest grade, hand-cut, full lead crystal to the cheapest pressed tumblers or tableware.

A tremendous trade revival is here, Mr. Merchant. Are you properly prepared to meet the demands of the public with new and up-to-date goods?

Progressive merchants will make it their business to see the new and complete exclusive designs at our general office and sample rooms,

Ninth and Bingham Streets, Pittsburgh, Pa.,

OR THE FOLLOWING SAMPLE ROOMS:

New York, 71 Murray Street.
Boston, 127 Federal Street. Arco Bldg.
Philadelphia, 11th and Market Sts. Denckla Bldg.
Baltimore, 110 Hopkins Place.
Chicago, New No. 30 East Randolph Street.
Denver, 1717 Arapahoe Street.
San Francisco, 682 Mission Street.
Los Angeles, 643 South Olive Street.
London, England, 55 Farringdon Street.
Havana, Cuba, Apartado 948.
Sydney, Australia, Martin Lane. Commerce Bldg.
Mexico City, Mexico, Avenida Francisco Madero 55

Glass Bottles in the Making.

Text and illustrations by courtesy of the "National Glass Budget," Pittsburgh.

A LITTLE booklet recently issued by the American Bottle Co., entitled "Why Some Bottles are Better," contains the following:

"Do you know that the methods used by the earliest glassmakers—'way back yonder when the world was young—still prevail, and that a large percentage of the bottles manufactured today are still being made by hand —or by semi-automatic processes?

"That's why there is such a lack of uniformity in bottles—that's why so many bottles are crude and unfinished.

"When the hand worker dips into the hot and liquid glass, the amount of molten glass he takes therefrom and consequently the amount of glass that goes into the finished bottle—depends upon how good a guesser he is. But no matter how skillful a mechanic he may be, a variation in weight, capacity and sometimes even height, is bound to occur.

"When the Owens automatic bottle machine dips into the revolving furnace, it draws an exact amount (no more, no less) of the liquid glass into the mold. And as the molding process itself is absolutely automatic, a bottle of uniform height, of practically uniform weight, capacity and thickness is assured."

It is now twelve years since the Owens automatic machine, after four years of costly experimentations, was brought to a state of commercial success. On Monday, August 17, 1903, a telegram was received at the office of the National Glass Budget, Pittsburgh, summoning the late editor, Frank M. Gessner, to Toledo, to witness its operation preparatory to announcing its advent to the public. Mr. Gessner left for Toledo that evening, and the following day was an interested observer of its marvelous performances. Returning to Pittsburgh his views of the machine were put on paper, and in the issue of August 29, 1903, the first detailed announcement of its perfection was made. His comment, in part, follows:

"A representative of the National Glass Budget was privileged, last week, to view the Owens bottle blowing machine in operation during more than three hours, under the most favorable conditions, at the specially constructed factory of the Toledo Glass Co., in Toledo, O., which has been recently acquired by the Owens Bottle Machine Co., and where, during four years past, the experimental tests of the machine have been made, where it has been developed to its present state of perfection, and is now on practical exhibition daily, with the product of many days ready for inspection and minute examination. What is set forth in this article is the result of a very thorough inspection of the machine, made under the courteous guidance of Mr. M. J. Owens, the inventor, in the presence of Mr. E. D. Libbey, the well-known flint glass manufacturer, of Toledo, and Mr. W. S. Walbridge, treasurer, all of whom are stockholders in the company controlling the series of patents, which, in the opinion of experts, perfectly solve the problem of automatic mechanical production of narrow neck and wide mouth bottles and packers, eliminating the cost of all skilled labor to such an extent as to place all previously attempted efforts outside of the competitive arena when compared with the Owens machine.

"The manufacture of bottles has heretofore been crude and costly, owing in the main to the number of workmen required, the skill and strain involved, and the waste of glass inseparable from the process pursued. The scarcity of skilled and steady workmen, the constantly increasing restrictions which raise the age at which youths may be employed in factories, the number of spare pots and places, and the exhaustive task of manual bottle blowing close to heated furnaces during the summer season, all have contributed to make the manufacture of bottles precarious, unprofitable and unsatisfactory.

"Many attempts have been made to perfect bottle blowing machines in the United States and Europe, but with the exception of wide mouth bottles, jars and packers, very little has been accomplished. Even the machines making wide mouth ware are not a success, in the sense of relieving manufacturers from dependence on skilled labor, always high priced, and often unreliable. Any machine which requires one or more gatherers, a presser or attendant, mold boys and ware removers, only partially solves the problem of eliminating all skilled labor. Such is the case with all jar machines now in use, including the Hilde, the Grote, the Boucher and the Severin machines in Germany and

France. The fact that a gatherer is required limits the capacity of the machine, and when an operator is added, the cost of production is so close to that of hand labor as to make the necessary investment unprofitable.

"The Owens machine stands alone in a class unapproached by other inventors. It differs radically and fundamentally from all other machines in several important and epoch-marking features, because it gathers its glass, forms its blank, transfers the blank from the gathering to the blow mold with a finished lip and ring, blows the bottle, and delivers the finished bottle automatically, without the touch of a human hand, eliminates all skill and labor, and reduces the cost of production practically to the cost of materials used. Not only that, but it puts the same amount of glass into

there are additional savings which will readily sugges themselves to all practical manufacturers.

"Warm weather does not reduce the factory output The scarcity of blowers or boys no longer results ir spare pots and places. There is no wasted glass on the pipe-head or the blow-over. There is no idle perioc between the turns, and every hour of the twenty-fou is continuously utilized, since the machine never get hot enough to 'horse;' does not stop for lunch nor res during the dinner hour; registers no grievance; re quires neither holiday nor summer stop; needs nc glory-hole, and resorts to no strike for increased wage or less work. The Owens machine settles completely the problem of mechanical bottle and jar production lowers the cost to a vanishing point, and cannot fail tc



MAKING GLASS BOTTLES AUTOMATICALLY AT STREATOR, ILL.

every bottle, makes every bottle of the same exact length, finish, weight, shape and capacity. It wastes no glass, uses no pipes, snaps, finishing tools, glory-holes, oil, rosin, charcoal, and requires neither gatherer, blower, mold boy, snap boy, nor finisher, and still makes better bottles, and more of them, at a lower cost than is possible by any other known process.

"The factory interior is a departure from the usual method of construction. The continuous tank is provided with a device which presents a fresh surface of clean glass to the gathering mold at each operation. The lehr moves automatically, and when the automatic conveyor is perfected, no human hand will touch the glass from the time the batch is charged till the finished annealed bottle emerges from the end of the lehr, ready for packing.

"While the absolute elimination of all skilled high priced labor is the main feature of the Owens machine,

revolutionize the industry, displace the tin can as a fruit package, and by providing a cheaper and cleane vessel will greatly increase the use and demand fo glass bottles and packers."

Following the appearance of the foregoing, all road for glass bottle manufacturers led to Toledo, som going in groups, others single file. All turned bacl firmly convinced that a new, bright and scintillating star had arisen in the glass bottle firmament, and there after there was a scramble on the part of leading pro ducers for the privilege of installing the machine i their factories. This resulted in its placement in quit a number of plants throughout the United States an Canada, and the laying down of a cold $3,000,000 by a foreign syndicate for the privilege of using it in Euro pean factories.

Since the original automatics were introduce marked changes and improvements have taken place

l tending to enlarge output and lower operating cost. his report submitted at the annual meeting of stock-olders of the Owens Bottle Machine Co., on Novem-r 10, 1914, President Libbey stated that at the end the company's fiscal year 1914, 187 machines had en installed and were ready for use, compared with



BLOWING BOTTLES BY THE HAND PROCESS.

l at the end of the fiscal year 1913, an increase of 26. e further stated that in special lines manufactured the company the decrease in the price of bottles om 1908 to 1914 had been 17 per cent, and that his formation was that in other lines the decrease since e introduction of the Owens machine had been from to 20 per cent. As regards production, machine

improvements and licenses, President Libbey had this to say:

"Several years ago your company entered upon the manufacture of bottles. Each year has witnessed a material increase in production, until today, in addition to the important position attained through the development of the Owens machine, it has become one of the nation's largest bottle manufacturers. Its production during the year just closed represents an increase of 20.8 per cent over that of the preceding year. More than one hundred and thirty-one million bottles were manufactured and sold by it during the twelve-month period.

"The aggregate annual capacity of Owens machines now capable of operating in the United States is approximately nine million gross, or about one billion, three hundred million bottles, an estimated increase of nearly two hundred million bottles during the year.

"The present state of development is perhaps best shown by a consideration of the original estimate of the capacity of Owens machines. In 1906 a prospectus was published by your company, announcing to the trade that the Owens machine could be operated at a speed of twelve bottles per minute, and that in all probability a production of one hundred gross of pint bottles in a period of twenty-four hours might be anticipated.

"The daily production of one-ounce bottles upon the 10-arm machine has now reached 600 gross, and the new 15-arm machine has a daily capacity of four hundred gross of pint bottles.

"The development of the two improved types of 10-arm machines, the 'AR' and 'AN,' was referred to in a previous report. The effectiveness of these machines has now been proven in several different factories, and in the manufacture of a great variety of ware. The average results attained exceed the production of the first type of the 6-arm Owens machine by fully 140 per cent. The original machines, which eight years ago revolutionized the bottle industry, cannot successfully compete with the developments of today.

"The latest model—the Owens 'AQ' machine—has fifteen operating units, or arms, and weighs close to 100,000 pounds. One of these machines has been operated successfully and four others are now being constructed. The production of this machine represents an increase of 23 per cent over the maximum results ever attained in the manufacture of similar bottles upon the 'AR' 10-arm type, and an increase of 202 per cent over the first, or 'A' type of machine. Still better results should be attained.

"These comparisons show the results that have followed your company's policy of constantly improving the mechanical and productive qualities of its machines, and thus safeguarding and advancing its established business.

"Though your company has now granted licenses to manufacture bottles and jars included within most of the recognized classified lines, or 'brackets,' as they are designated by the glass trade, such as milk bottles, fruit jars, malt beverages, liquor ware, wide mouth condiment ware, prescription and proprietary bottles, etc., it has been the policy to extend, wherever possible, the sphere of operation of the Owens machine. Sublicenses have been negotiated during the year, bringing into profitable use, many valuable rights which heretofore had been unproductive."

The following extract from the report of President Hayes to the annual convention of the Glass Bottle Blowers' Association of the United States and Canada, held at East St. Louis, Ill., the forepart of August, 1915,



HAND METHOD OF FINISHING BOTTLES.



Diana Wounded

Marble Statue at Ferdinand Bing & Co.'s Successors

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embodies a table of statistics showing the number of machines installed in United States and Canada, the kind of ware they are producing, and the quantity they are capable of turning out daily:

American Bottle Co., Newark, O..... 22
(Makes beers, water bottles, malts, etc.) One 15-arm machine, produces from 300 to 340 gross in 24 hours. Two 10-arm machines, produce from 210 to 276 gross in 24 hours.

American Bottle Co., Streator, Ill..... 18
(Makes beers, water bottles, malts, etc.) Ten-arm machines—produce 240 gross in 24 hours.

Thatcher-Baldwin Co., Streator, Ill..... 4
(Makes milk bottles exclusively.)

Thatcher-Baldwin Co., Kane, Pa..... 4
(Makes milks and catsups.) Quarts, 75 gross in 24 hours; pints, half-pints and quarter-pints, 100 gross in 24 hours.

Thatcher-Baldwin Co., Elmira, N. Y..... 4
(Milk bottles exclusively.)

Illinois Glass Co., Alton..... 24
(Makes miscellaneous liquor ware and all kinds of prescriptions.)
1 oz. Argyle 4,300 dozen in 24 hours.
4 oz. panels 3,300 dozen in 24 hours.
1 oz. rounds 3,800 dozen in 24 hours.

Illinois Glass Co., Gas City, Ind..... 7
(Makes miscellaneous prescription ware.) Four 10-arm machines produce 4,500 dozen quarter-ounce.

Whitney Glass Co., Glassboro, N. J..... 7
(Makes general line of prescription ware.) One 10-arm machine and one 6-arm, 120 gross of 16-ounce ware in 24 hours; 275 gross of 3 and 4-ounce ware in 24 hours.

Ball Brothers, Muncie, Ind..... 16
Fourteen 10-arm machines.
Two 15-arm machines.

at Wichita Falls, Tex..... 2
Two 10-arm machines.
At these places they make fruit jars exclusively, such as standards, sure seal and improved.
Highest product on pints 415 gross 24 hrs.
Highest product on quarts 360 gross 24 hrs.
Highest product on ½ gals. 290 gross 24 hrs.

The Heinze Co., Sharpsburg, Pa..... 3
(This company makes catsups, olives, oils, pickles, mustards, apple butters and all kinds of condiment ware such as is used in its business.) Three 10-arm machines.
Highest product in 24 hours 8 oz. 250 gross.
Highest product in 24 hours 16 oz. 175 gross.
Highest product in 24 hours 32 oz. 137 gross.

Dominion Glass Co., Montreal, Canada..... 5
Three of this number have been idle all season. Of those in operation, one 6-arm machine makes beers, sodas, minerals, flasks, teper gins, etc. One 10-arm making from 1-oz. to 8-oz. panels, prescriptions, oils, liniments, syrups, shoe polish, etc. The average speed on this latter machine is between 45 and 50 bottles per minute.

Dominion Glass Co., Hamilton, Ont..... 4
(These have been idle since last fall.)

Dominion Glass Co., Redcliffe, Alberta..... 1
(Has been idle since May, 1914.)

Dominion Glass Co., Wallaceburg, Ont..... 3
(Have been idle since May, 1915.)

Gas. Boldt Co., Cincinnati, O..... 14
(Ten machines are idle.) Four machines operating steadily making all kinds of liquor ware.

Owens Bottle Machine Co., Clarksburg, W. Va..... 6
(Ten-arm machines. Makes ovals, prescriptions, French squares, flats and oblongs.)

	Gross
1 ounce in 24 hours	470
2 ounce in 24 hours	400
4 ounce in 24 hours	360
8 ounce in 24 hours	230
16 ounce in 24 hours	190
32 ounce in 24 hours	150
3 dram Panels in 24 hours	500
4 dram Panels in 24 hours	470
2 dram Panels in 24 hours	360
6 dram Panels in 24 hours	340
Castorias in 24 hours	350
Peroxides, 4-oz. in 24 hours	360

Owens Bottle Machine Co., Fairmont, W. Va..... 12
(Ten-arm machines. Make catsups, grape juice, liquors, ovals and brandies.)

	Gross
3 ounce in 24 hours	400
4 ounce in 24 hours	360
8 ounce in 24 hours	230
16 ounce in 24 hours	195
Brandy 4's and 5's	150

Northwestern Co., Toledo, O..... 2
(Miscellaneous wares.)

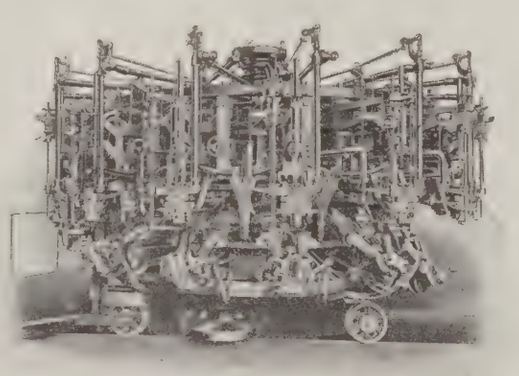
Owens Automatic Bottle Co., Toledo, O..... 2
(Experimental plant.) One machine experimenting on carboys, demijohns and large water bottles.

Hazel-Atlas Glass Co., Washington, Pa..... 12
(Three 6-arm machines, nine 10-arm machines. Makes miscellaneous wares.)

	Gross
2 ounce in 24 hours	400
4 ounce in 24 hours	360
8 ounce in 24 hours	230
16 ounce in 24 hours	190
24 ounce in 24 hours	150

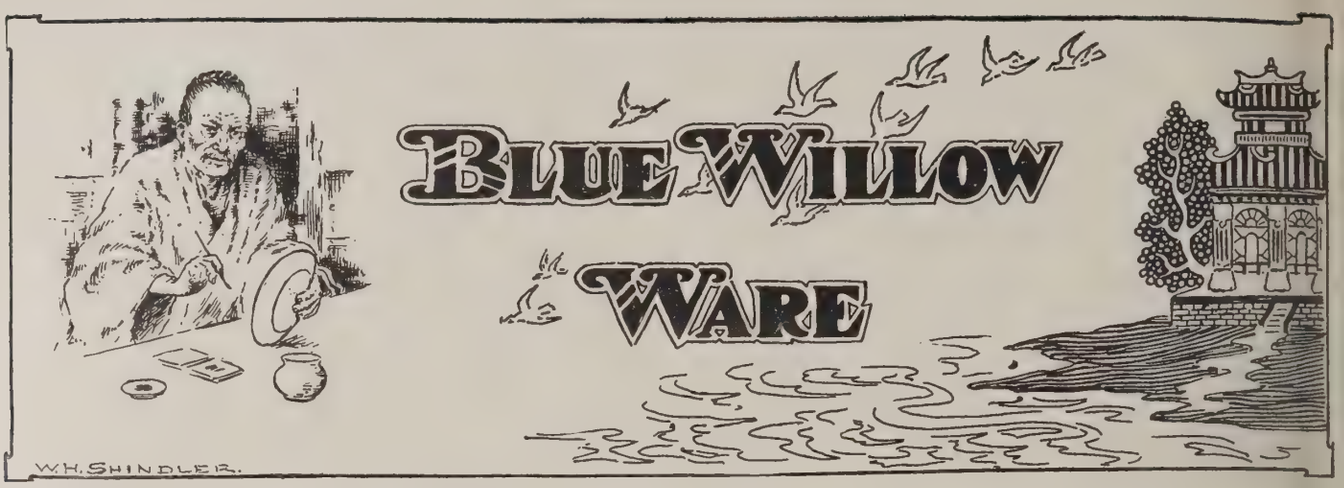
Hazel-Atlas Co., Clarksburg, W. Va..... 3
(Makes snuffs and miscellaneous jars.)

Total number of machines operating during season 1914-1915 182
Increase over last season..... 10



LATEST IMPROVED 15-ARM MACHINE.

It will be observed that in the foregoing compilation President Hayes credits the factory of the American Bottle Co. at Newark, O., with 22 machines, and that at Streator, Ill., with 18 that, perhaps, having been the number in actual operation when the statistics were compiled. At present the American company has an equipment of 25 machines at Newark, and 24 at Streator—a total of 49.



This is the story of the Willow Pattern plate.
So please be very careful with the lover and his mate.
And remember that you have in hand a very precious freight
When you carry from the kitchen a Willow Pattern plate.

OF all designs perhaps the most charming on pottery is the well-known "Willow Pattern." The design was first made in England at the Caughley Pottery, the latter being also known as the Salopian Works. Thomas Turner, the well-known potter, was the original maker, while the engraver of the pattern was probably another famous potter, Thomas Minton.

The date of its introduction was about 140 years since, and it at once caught the public fancy. It has retained that confidence ever since to a degree attained by no other pattern in the history of pottery ware.

Almost every pottery of note started to make it, with slight variations, and it may be of interest to know that in the old Leeds Willow pattern two persons in place of three are shown crossing the bridge. These examples, both in color and design, are charming to a degree and are much sought after by collectors. Other makers displayed individual fancy in the foreground, the Rockingham pattern differing from all others in many respects.

The best types of the pattern are by the following English makers: Turner, Spode, Adam, Leeds, Clews, Copeland, Wedgwood, Rockingham, Don, Davenport, Swansea and Rogers of Burslem. Although much of the old Willow pattern ware is well worth collecting for decorative purposes, lending itself as it does to almost any style of furnishing, only part of the eighteen century ware is really valuable in the collector's sense of that term. There is of course a great deal of modern Willow ware, but it is not as soft in effect as the old, most of which is on earthenware, although Turner, among others, used it on porcelain also.

To the Willow pattern design are attached two stories, of which the following is the one generally accepted:

A very rich mandarin who lived in a large house on the bank of a river employed a handsome young man named Chang as secretary. He also had a most charming daughter, Li-chi, and, as might be expected, the young folks fell violently in love with each other. The mandarin, however, had other designs for his daughter—in fact, had already promised her to a wealthy old suitor—and when he heard of the lovers' secret meetings he became greatly enraged, imprisoned his daughter in a room overlooking the river, and banished the secretary.

The couple managed to exchange love letters by sending them floating down the river in little boats made of paper, and so arranged to elope when the willow leaves commenced to fall.

With the aid of an old servant they escaped, and in the picture are seen hurrying over the bridge chased by the mandarin, who is carrying a whip or lantern. They out distanced the old man and got to a junk and sailed away to their new home on the island, where they lived happily.

At last, however, the old suitor heard where they were living, and, taking his men with him, attacked the house, burned it, and killed Chang, while Li-chi threw herself into the flames.

The gods intervened and turned the bodies of the two into doves, which cooed happily together for ever afterwards.

Another and less tragic version of the story has been put into rhyme, as follows:

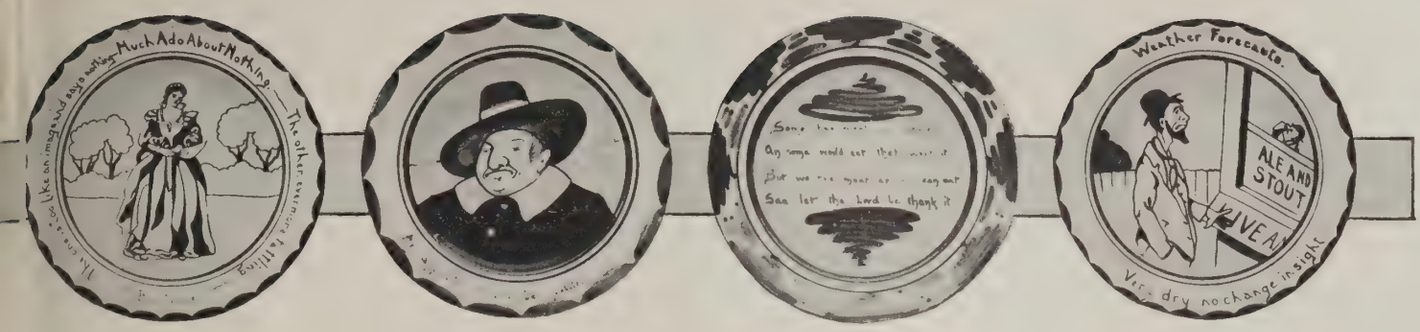
Two blue little people come running together
Across a blue bridge in sunshiny weather.
They run from a garden where stands a blue tree
Above the blue house of a wealthy Chinee.
The one is a maiden; the other her lover;
A blue weeping willow hangs half the way over.
Behind, in pursuit, comes papa with a whip;
But they're over the bridge and aboard the blue ship
That her lover has moored by the strand of the sea.
With a shove off the shore from his wrath they are free.
Now deep in the water the oars they are plying,
While high in the heavens the blue doves are flying.
To his blue island home her lover will waft her,
And there will live happily ever after.

Romance or reality, it has given to the pottery industry a charming pattern; and while modern designs may for a time replace it, it will always claim attention from buyers of pottery ware all over the world.



Willow Pattern on China.

By the Buffalo Pottery.



Tobys Old and New.

[T is amazing how sport, politics and war affect the industries of countries and international relations, .nd if there is one industry that feels the touch soonest .nd more than any other it is that of the potter. The ecords and imprints left on potteryware are in a sense ognate with the country's history in which they are nade, for no sooner does a great national event take)lace than the record appears on some form of pottery.

Of all jugs made by the potter the one perhaps nost known is the toby. Few, maybe, know the origin)f these jugs. Toby jugs have been made in various tyles and have on them generals, statesmen, thinkers, he immortalised John Bull and his bosom friend John



TOBY PHILPOT.

Barleycorn, while their characters are practically too numerous to mention. These jugs take their name rom Henry Elwes, an eighteenth century worthy who was christened Toby Philpot on account of his drinking 2,000 gallons of beer out of one plain silver tankard. Toby Philpot and Toby Tosspot were two characters of London spendthrifts, and these probably gave birth to the many toby jugs which the touch of the potter's charm has almost immortalised.

The first toby jug is supposed to be a correct rep-



ISLE OF MAN TOBY.

resentation of the Philpot Elwes already mentioned after drinking his two-thousandth gallon. Messrs. Sidney Hand, Ltd., dealers in works of art, Grafton street, London, have a colored engraving of Toby Philpot under which are the following lines describing how Toby died, "full as big as a Dorchester Butt."

Dear Tom: This brown jug that foams with mild ale
(In which I will drink to sweet Nan of the Vale)
Was once Toby Fillpot, a thirsty old soul
As e'er drank a Bottle or fathomed a Bowl.

In boozing about 'twas his praise to excell,
And among jolly Topers he bore off the Bell.

It chanced as in Dog-days he sat at his ease
In his Flow'r woven Arbour, as gay as you please,
With a Friend and a Pipe, puffing sorrow away,
And with honest old Stingo was smoking his clay,
His breath Doors of Life on a sudden were shut,
And he died full as big as a Dorchester Butt.

His body, when long in the ground it had lain,
And time into clay had resolved it again,
A Potter found out its covert so snug,
And with part of Fat Toby he formed this brown jug,
How sacred in Friendship, and Mirth and Mild Ale!
So here's to my lovely sweet Nan of the Vale!

Many are the English potters who have made these tobys from time to time, and it is almost needless to remark that they are much sought after by collectors, and high prices are given for them. The colors of some of the tobys are really remarkable and a credit to the art of the potter. The hero of Waterloo, the Duke of Wellington, has been tobyised, and many other military and political men have provided ideas for the potters. Falstaff in the "Many Wives of Windsor" makes a fine toby, the character, dress, etc., of the individual lending itself in a very remarkable manner to the touches which a potter can give.

The island in the Irish Sea which is always depicted as having three legs has a toby of its own, one leg answering for a handle.

There is a charm about these old tobys from a broad national side. They remind one of the great men who fought to insure and further the growth of a great empire. The present struggle of nations has brought out its tobys already. One has been modeled of Lord Kitchener dressed in full blue and red field marshal's uniform, except for the hat, which is a three-cornered one adapted very well for the top. He is depicted as holding in his hands a mug of beer marked "Bitter for the Kaiser." The jug is about ten inches high and is a typical toby. It is manufactured by Messrs. Wilkinson, of Burslem, Staffordshire. Only a few have been made, and they are priced at two guineas each. A rather remarkable thing is that "K. of K." is said to have a brother at home who is known as "Toby." It can safely be said that the original Toby Philpot was never half so popular as the "Toby Kitchener" will be. Some day these jugs will be as eagerly collected as the Duke of Wellington's are to day.

Not only has Kitchener been tobyised, but also General French, who is depicted in khaki holding a mug on which is printed: "French pour les Francais."



AN INQUIRY.

THE Gentleman from Jupiter stopped a Hurrying Citizen and spoke to him with mild surprise.

"Pardon my curiosity," said the Gentleman from Jupiter, "but would you mind telling me why you are hurrying so fast?"

The Citizen stopped in amazement. "Why, to get down to the office, of course," he replied, mopping his brow.

"Ah! And what do you do at the office?"

"Do? Why, I work. Business, you know."

"Yes; but what good does that do you?"

"Good! It buys me food and clothing and—and things."

"Quite so. But why hurry about it?"

"My dear man, if I didn't hurry I wouldn't get to the office on time."

"I see. And do your hurry like this every day?"

"Sure! Every day, every night. Everything is hurry nowadays. You've got to hustle to keep up with the procession."

"And if you fell behind the procession you would die; is that it?"

"Well, perhaps I wouldn't die, exactly; but—it would'nt be good business."

"Ah, yes. And good business, of course, is the main object of life?"

"Certainly. Everybody who's up to date knows that."

"I am beginning to understand. But tell me, after it is all over what have you got to show for it?"

The Hurrying Citizen looked at the Gentleman from Jupiter with a growing suspicion. "Humph!" he said, "I guess you're one of those cranks that go around trying to upset things. You'll have to excuse me. I'm busy."

And the Citizen took a flying leap into a passing trolley.—DANA BURNET, in "Evening Sun."

THE MODERN WAY.

OH, isn't it great to be "up-to-date"
And live in this year of grace?
With a system and place for everything,
And—nobody knows the place.

We've an index card for each thing to do,
And everything under the sun.
It takes so long to fill out the cards,
We never get anything done.

We've loose-leaf ledgers for saving time—
The Lord knows what they cost,
When half our time is spent each day
Hunting for leaves that are lost.

We've stenographers whose spelling
Makes us frantically cuss.
When we are not dictating to them,
Why—they're dictating to us.

P. K. CLARK,
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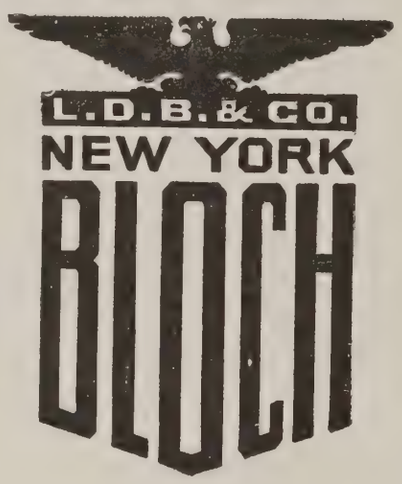
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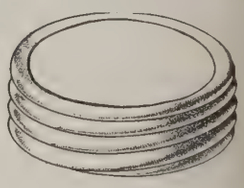
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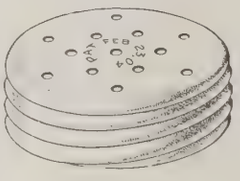
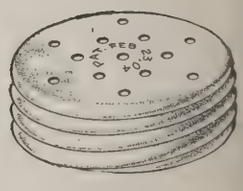
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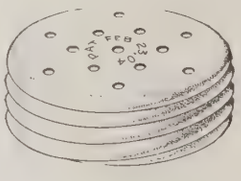
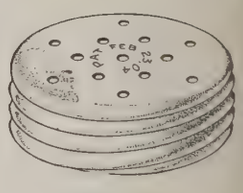


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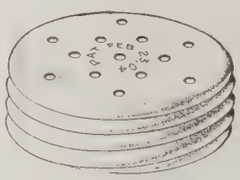
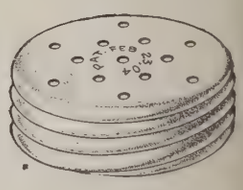
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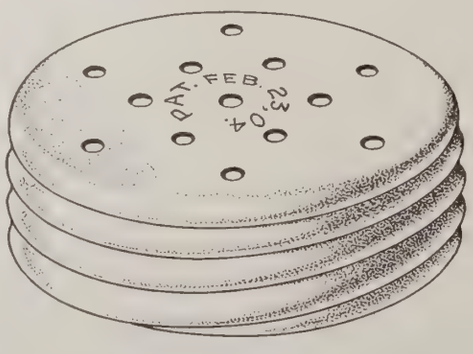
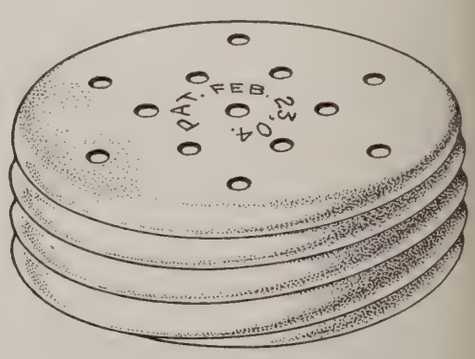



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Celluloid "Salt and Pepper" Caps.

ALSO DISCS AND METAL RINGS.

How the Morgan Porcelain Catalogue Was Made.

N the stress and complexity of modern business and professional life men find it necessary to have some rm of recreation into which they may throw themlves with keen zest in order to retain their mental d physical elasticity. Some have a passion for hunting; a larger number are enthusiastic fishermen, others d relief from business cares in tennis or yachting, d still others, although the fact may not be generally own, maintain private printing plants in miniature, here they design and make books of exquisite workanship.

As a rule only small editions of these volumes de xe are printed, and of course they are highly valued those fortunate enough to possess them as gifts. addition to such works, however, once in a while me man of wealth and appreciation finds reason for ving a special book made for a special purpose; and comparatively recent years a new note has been unded in this distinct field of art, perhaps the highest hievement of which has been attained by the great talogue de luxe entitled "Chinese Porcelains" degned and issued by direction of the late J. P. Morgan. egarding the "Chinese Porcelains" Dr. Friedrich rth wrote as follows in the *Bulletin* of the Metropoli- Museum of Art:

"Here is a book which in a German public library ould be kept in a glass case in a room especially set de for the exhibition of book treasures among the e old prints of the Middle Ages. It is quite a new ok, it is true, but the many illustrations adorning it a triumph of the latest development of reproductive and may vie with the most delicate handiwork of monastic rubricators. Altogether this valuable talogue is a worthy counterpart of one of the finest lections in the world."

Other discriminating critics have paid similar tribe to the design and workmanship of the Morgan catague, which is considered as remarkable today as en it was issued ten years ago. And the way in which was brought into being is a story of more than usual erest. Also it is a story of the way an enterprising ung American can perceive and lay hold of an unual opportunity and stick to it until it is finished.

The young American in this particular instance is bert Grier Cooke, now president of the Fifth Ave- e Association. In 1902 and 1903 he was starting in business as a publisher of beautiful books. For a time everything went along satisfactorily, and then he came down with typhoid fever. At the end of a couple of months he got around on his feet and started out to find a new book or two that some one wanted to have made.

After seeing several people up town he went to call on the late W. M. Laffan, then of the *Sun,* from whose columns this interesting article is taken, thinking that perhaps he might know of an opportunity. This was early in the year 1903. Mr. Laffan listened and then said:

"Waldo Newcomber, in Baltimore, wants a memorial book made for his father. Write him. If he gives you the contract for making the book and you make it satisfactorily I'll put you in the way of doing something much more important."

That was enough for Mr. Cooke. He got into touch with Mr. Newcomber, and in four or five months the memorial volume was finished.

"I notified Mr. Laffan that it was completed," Mr. Cooke said the other day when telling of the experience, "but didn't see him for weeks afterward, when he happened to be lunching at a downtown club. He saw me at the same time and said: 'Sit down. I want to talk to you. Can you reproduce Chinese porcelains?'

"I looked at him in silence, wondering what he meant. I didn't know anything about porcelains, Chinese or other; but Mr. Laffan evidently took it for granted that I knew something about them, for he at once continued: 'Would you reproduce them in the three color process or by lithograph?' I looked at him again in dumb astonishment. Then he evidently grasped the situation so far as my ignorance of the subject was concerned, for he turned to me and said with his usual directness: 'You go and study the matter and come back and report to me.'

"As I was about to leave he added that Mr. Morgan was going to make a catalogue of his Chinese porcelains and thought it would have to be made abroad, as he was by no means sure that such a book as he wanted could be produced in America. Yet he hesitated to have it done in Europe, for that would mean packing and shipping his priceless porcelains abroad and unpacking them there while each was being measured, studied and reproduced in color. Then they would

have to be repacked, reshipped to New York, transferred to the Metropolitan Museum, and there unpacked again and replaced in their cases. The risk was great of breakage, and Mr. Morgan wished to avoid it if possible.

"I went out from that luncheon club," Mr. Cooke continued, "and hurried up to my office to write letters summoning there all the specialists in color printing that I could get hold of in the United States. So far as I could ascertain the only catalogue approaching this projected one of Mr. Morgan's was the well known Walters catalogue, which took ten years in the making and cost a quarter of a million dollars to complete.

"Conference after conference was held with color men who came here from many places, each of whom was eagerly alive to the opportunity. Meanwhile I was going around through the publishing houses asking every man I knew if he could recommend some one specialist who would give up his entire time and thought to supervising the manufacture of the book. Several times a man already in the publishing business offered to do the work, but when I asked how difficult it would be each one said there would be no difficulty whatever; that it was only necessary to use care. This showed, of course, that they did not understand anything about the real scope of the task or how delicately and accurately the marvelous porcelains would have to be treated.

"I decided that I would have to be my own supervisor and get along without a man of technical skill to look after all details. The next step was to find a man who could personally take charge of the mechanical work of reproducing those porcelains in the shape of color plates. Finally after some weeks of search I discovered a Frenchman of artistic talent who had done excellent lithographic color work on his own account and decided that he was the one to do this mechanical work for the catalogue. This, of course, after many talks with him and careful examination of his work. Then I went down to the Sun office and said to Mr. Laffan: 'I'm ready to go ahead on the Morgan catalogue. I think we can reproduce the porcelains satisfactorily.'

"Mr. Laffan demurred. He was afraid of the indefiniteness of the statement. Finally he suggested that I take a vase from his own collection and show him what could be done with it. So I took a vase from his residence in Thirty-ninth street, transferred it to the Frenchman's shop, and he set to work on it.

"During the next three months I spent most of my waking hours and a good many hours which should have been given to sleep down in that little shop. Then came a day when I carried finished plates in full color to Mr. Laffan. At first he said little, but some days afterward he said he had shown the plates to Mr. Morgan, who had expressed himself as satisfied with the experiment. Then Mr. Laffan told me to go ahead and make my business proposition in writing as to the cost of the proposed catalogue and the estimated time needed to complete it.

"Sometimes," Mr. Cooke continued with a smile, "it fairly frightens me now to think of handling those priceless porcelains, many individual pieces of which are worth thousands upon thousands of dollars, although of course I took every possible precaution against loss or injury. At any rate my proposition was submitted, and then the actual work began in earnest.

"First of all, after making a contract with the Frenchman I had to decide on kind and quality of paper for the text Mr. Laffan was writing as well as the paper to be used in illustrating the catalogue; this paper had to be ordered and also the silk and levant for the covers. Meanwhile it was necessary for the Frenchman to get under way, for his was by all means the most difficult part of the enterprise. I took him up to the museum, where he could see the variety and colors of the vases and ascertain experimentally whether he could use with their delicate tones a secret chemical process he had for the treatment of inks making for durability of color as well as brilliance of tone effects.

"He found that he could use his secret chemical process, and as soon as possible set up a private establishment in West Twenty-third street with twelve expert color men selected by himself who were to be solely engaged for two years or so on the Morgan catalogue.

"Before he could do anything more than study the porcelains up in the museum, however, a very important initial step had to be taken, that of making photographs of each piece. The method was this: I arranged with a photographer in Thirty-third street and to his gallery sent one after another of the rare objects, moving at one time from five or six to a dozen, and after he had made several exposures of each the porcelains were taken to the Frenchman's workrooms in West Twenty-third street. One day I had at the gallery the famous Hawthorn vase, valued at $100,000, and from there it went to the Frenchman's color studio.

"There he would take the photograph and stand it up before a workman, and near by place the original; and then would commence the task of transferring each color found in the original to the lithographic stone. I spent several days each week there studying the work as it progressed and criticising as closely as I could.

"Before many months passed trouble commenced. I called attention to certain high lights in the original porcelains which in several instances were not reproduced with exactness in the plates. The Frenchman admitted that his reproduction was too dull and for weeks tried to remedy it. Finally, however, he had to confess that it could not be done.

"But I knew better. It simply had to be done, otherwise this particular Morgan catalogue would never be issued. Mr. Laffan with his wonderful knowledge of ceramics would recognize the absence of brilliancy in those high lights; Mr. Morgan undoubtedly would do the same; and personally I would not dream of having a single plate go out with the slightest defect.



Urn Lamp, Mahogany Base

By Pairpoint Corporation

LIBRARY
OF THE
UNIVERSITY OF ILLINOIS

"You see this was perhaps the most important color work of the kind ever attempted in the United States, and Mr. Morgan himself had been in grave doubt as to whether American skill could achieve results equal to those in Europe. As a consequence it was imperative that some method be found to treat the high lights. The Frenchman said it could only be accomplished by use of some varnish in the inks that he could not find and which he did not know had ever existed. He had come to a dead stop.

"There was only one thing to do, and I started on a search through the city, and kept on hunting until I found a varnish which, when tried, did the trick.

"The introductory text to the catalogue—modestly entitled 'Notes' by Mr. Laffan, although really constituting an erudite historical essay on the art of making porcelains by the Chinese, especially during the past twenty-five centuries—this introductory text was under way; and also the catalogue list of some eleven or twelve hundred pieces, which was being made by George Bentham. So far as I could see everything was progressing satisfactorily when during the second summer I went up to Newport to take a much needed rest.

"Porcelain after porcelain had been taken from the Metropolitan Museum to the photograph gallery in Thirty-third street, then to the color studio in Twenty-third street, and from there lithograph stones had been sent to a specialist far down town who was to do the color printing. Proof after proof had been submitted to Mr. Laffan, and by him to Mr. Morgan in many instances, and I had received criticism as keen as it was frequent for making one change or another in some delicate detail.

"But now everything was in splendid shape. The color lithographs were practically completed, ready to be bound into the pages. I had negotiated with ten binders, and one of them—the one I selected—not far from Boston,



MARTIN'S CHINA SHOP, DETROIT, MICH.

was ready to start on his part of the undertaking. The crushed levant for covers had been selected in Paris and the skins were already in this country, while the special paper with my private watermark had already been manufactured in Rives, France.

"Under the circumstances I felt justified in leaving the work long enough to take a breathing spell, and went off. I hadn't been in Newport but a day, however, when a long distance telephone came from the color printer which in substance said that I should come to New York at once, that three-quarters of the finished plates were ruined in the drying room.

"As may be imagined," Mr. Cooke continued, "I wasted no time in starting off from Newport; and on the way

down to New York I cudgeled my brain to try and find a way out of the difficulty. If three-quarters of the finished color plates had been seriously injured, there was nothing to be done, so far as I could see, but to begin all over again, just where we had commenced nearly two years before, and transport all of the porcelains again from the Museum of Art to the photograph gallery, and then to the Frenchman's studio.

"You can appreciate the seriousness of the situation when you know that as soon as 250 copies of a single plate had been printed the lithographing stone was destroyed, this being a condition made by Mr. Morgan, who did not wish to run the risk of having extra copies of the catalogue made by any unauthorized person. His instructions had been carried out to the letter, of course; and here we were with the color printing done, the stones completely destroyed—and a telephone message announcing that three-quarters of the printed plates were ruined!

"It wasn't a pleasant journey, that from Newport to New York; but my relief was great when I arrived at the color printer's establishment and after examining the sheets saw a way in which they could be restored. The printer was a conscientious man as well as a first class man of business. He had worked so incessantly over the printing and had followed each detail with such constant care that when some of the sheets hanging up to dry had brushed together in a breeze he feared the whole lot had been irredeemably damaged. Realizing his responsibility in this work of extraordinary importance, which might make secure the reputation of a master printer if successful or injure it if not successful, he involuntarily exaggerated the injury done those sheets and had hurled up to Newport the telephone message which brought me hurrying back.

"One day some two years after I started on the undertaking I carried two finished copies of the catalogue of Chinese porcelains down to Mr. Morgan's office, 23 Broad street, where Mr. Laffan was waiting by appointment. I handed the books to Mr. Laffan, who took them to Mr. Morgan, and then for an hour I sat down and waited. Naturally I wondered what the verdict would be, but I wasn't specially worried. I had done the best I could; and I was by no means sure that any one else could have accomplished much more. So I simply sat there and waited and waited.

"Then Mr. Laffan came out of Mr. Morgan's office smiling—you see, he had recommended me to Mr. Morgan as being competent to carry through the work. And when I rose to meet him he said, 'Mr. Morgan is very much pleased.' That was all; but it was enough."

As already mentioned, the catalogue of Chinese porcelains was bound in crushed levant with narrow gold tooling at a total cost of less than $50,000. Of the 250 copies printed 200 were bound a dark green, 25 in deep red and 25 in the royal yellow. Color work, lithograph stones, type and all else was destroyed as soon as the limited edition was finished. Mr. Morgan presented the books to libraries, museums and personal friends throughout the world. More than seventy plates in many colors are included in the catalogue, which is a royal octavo de luxe printed on hand made French paper, water marked and deckle edged, and is superbly bound. The linings are of heavy silk moire matching the leather of the bindings, and the front and back fly leaves are crushed levant of the same color, exactly matching the covers but without any tooling whatever.

In giving instruction for the design Mr. Morgan laid emphasis on the size of the book. He did not want a huge, unwieldy volume, even though it would contain large pictures of the porcelains. What he desired was a book that could be held easily in one's hands and not so large that it would have to be spread open on a table. A person really interested in studying the porcelains pictured and described therein could do so without fatigue or inconvenience. This suggestion of practical utility was also carried out. The title page reads as follows:

CATALOGUE
of
The Morgan Collection
of
CHINESE PORCELAINS
Privately printed by order of
Mr. J. Pierpont Morgan.
New York
MCMIV.

On the inside of a leaf is the copyright taken out in Mr. Cooke's name, and his initials, "R. G. C.," are watermarked in the paper. By Mr. Morgan's direction two copies of the catalogue were sent to Mr. Cooke, one of which he still has. The other was stolen from his safe. An interesting incident in connection with the catalogue occurred when at Mr. Morgan's direction two copies were formally presented by Mr. Cooke to the Chinese High Commissioners then visiting the United States. One was for the commissioners, and they were requested to present the other copy to the Empress Dowager.

"I was assured that the commissioners received both copies," Mr. Cooke said in recalling the occurrence, "but for a long, long time no acknowledgment was forthcoming. I thought this very strange, but attributed it merely to accident or oversight, until long afterward when I learned that the Dowager Empress was so greatly delighted with her own copy that she asked whether it would be possible to obtain a second one. Somebody told her that the High Commissioners had a second copy, and she promptly sent for it and presented it to the late Emperor."

After Mr. Morgan had examined several copies of the catalogue he sent Mr. Cooke a letter of approval and congratulation, which meant much to the recipient.



The Christmas Display.

T is needless to say that the Christmas window should be much more elaborate than the displays for other ɛasons of the year. The goods displayed may be of the ɾeatest interest and of considerable attractiveness in ıemselves, but they are made a great deal more attractive ʏ a handsome setting.

The display man should make all of his backgrounds of ıch a nature that a great deal of his materials may be ʂed several times. This idea is exemplified in the use ʃ interchangeable window fixtures. These may be built to a number of different combinations, giving the change ɛsirable without additional expense.

Home-made fixtures and window backgrounds should ɛ built upon the same principle. One part of the back-ound may be of such a nature that it will serve in sev-al different capacities in as many different settings.

In the illustration on the next page is shown a set-ıg of a semi-Egyptian character. Carried out in the ıanner shown, or even to further limits, it is very at-ıctive and makes a setting very suitable for fine china, ıassware, bric-a-brac, etc.

This background is very simple to make. It may be ıde of inexpensive lumber or from some one of the ımerous compo-boards on the market, which are very itable for building window backgrounds of a semi-per-ıanent character. These materials will take almost any ıd of a finish, ordinary stains and varnishes, paints, ellac, etc., may be used. They may also be covered with lt, cloth, wall paper, etc.

Composing the background in the illustration are ten ɛces, eight of which are in pairs. There are two pairs wings, two pedestals and two upright posts, one cross-ɛce and a table or platform. All of these may be util-ɔd in other background settings; hence the time spent making them is not lost, by any means.

The two back wings, shaded in the illustration, are ɛrely slabs or panels, having one edge curved and the ıers straight. They may be set several inches, or even foot, from the back of the window, and a shelf put on ɛ top which can be utilized for the display of tall arti-ɛs, such as vases. If this is done the outer edge should be slightly back of the inside edge to hide the shelf and the back of the slab.

Immediately in front of these is a pair of pillars having one edge curved like the wings. These may be made by taking two pieces of similar shape and nailing them on two boards about six inches wide as supports. These should be braced to give strength to the pillar. Then a straight piece of wall-board is used (heavy cardboard will serve) to form the curved side, being tacked upon cross pieces placed at intervals for that purpose. If lumber is used for this pillar the supports may not be needed. These pillars are placed immediately in front of the wings.

In front of these pillars is built an arch of square fixtures. The three pieces are made separate so that they may be used in a different manner at some future time. These should be from eight inches to a foot square, according to the size of the window.

On the upper step of the window is built a platform or table to fill the inside of the arch. This should be wide enough to set a couple of feet in front of the arch if the window is wide enough to permit this. If this is done the pedestals at the front corners are placed as shown, in front of the platform. If the depth of the window will not permit this the pedestals may be placed at each end of the platform. The platform is made of lumber or compo-board on two "horses" which should be in the stock of every store's fixtures. Boxes may take the place of the horses in some cases.

The platform and pedestals give the display man a chance to build up his display so that the articles displayed in the front part of the window will not hide their beauty from the window-gazer.

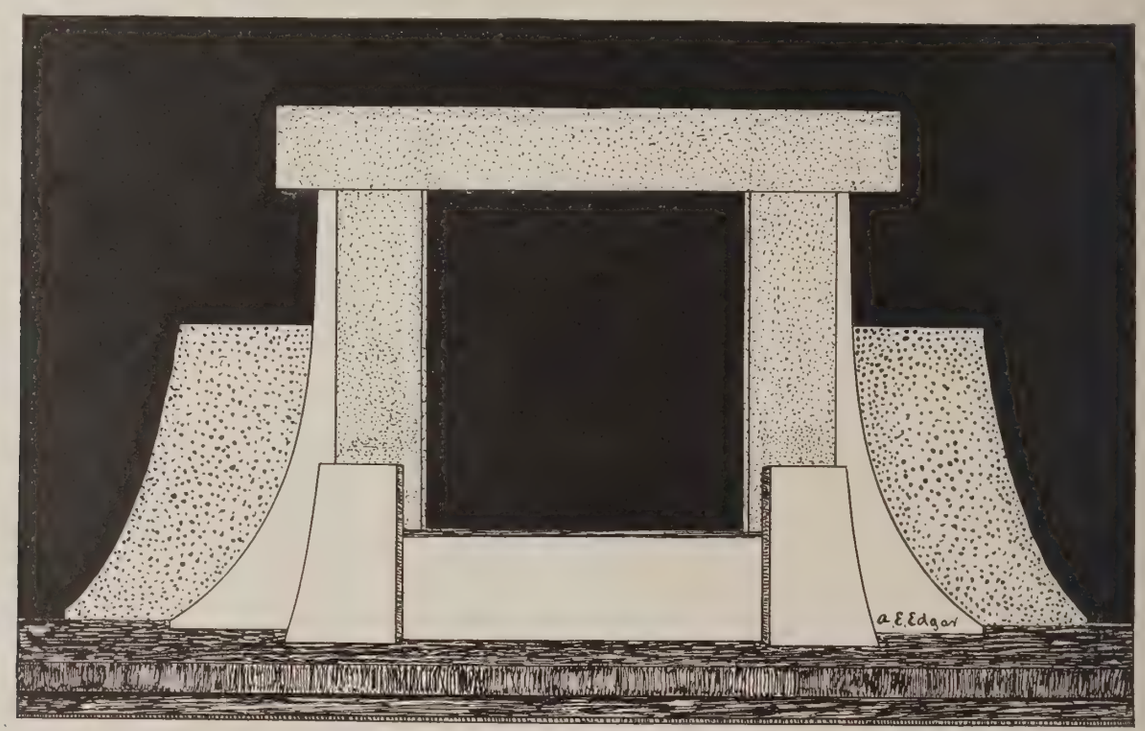
This background may be built in front of the permanent background, which may be hidden by drapes, or a drape may be hung as part of the display in an open window. It is very desirable that a dark ground be used, as then the setting will show up better, the color of this being a pale gray, light tan, or other light shade, or plain white.

This background may be used at any season of the

year and in any trim that is to be of special importance. To secure the Christmas spirit so desirable in the Christmas window we would suggest that the usual Christmas decorations be used. We will mention several of these and show how they may be used to advantage.

The Christmas tree is inseparable from this festive occasion. It may be used in many ways. Two small conventionalized trees might be shown on the pedestals. A tree might be set in the center of the platform. This tree may be trimmed with the usual tinsel and toys, and lighted with tiny electric lights of different colors.

It is not advisable to have a life-sized representation of a Santa Claus in a window intended to display merchandise, unless it is a very large one, but the small china



BACKGROUND FOR CHRISTMAS DISPLAY.

or composition representations of this interesting character may be used with effect.

A picture of Santa Claus in one of his innumerable poses might be utilized as a center piece for the window or hang from the cross-piece of the arch.

Holly, spruce, pine and other Christmas trimmings are so commonly used that it is hardly necessary to mention them; and yet, in a window of fine merchandise, in a window of beautiful designs and of exquisite workmanship, they are far more suitable than many of the more sensational accessories so often used.

A sprig of holly with its bright red berries placed here and there among the goods displayed is artistic, instead of bizarre.

Ice caves, snow storms, icebergs and icicles are all right in their way, but in a showing of real fine merchandise are entirely out of place.

A holly wreath may be hung in the center of the top of the arch and a festoon of Christmas greens draped to th corners and thence down to the pedestals and the floo

If a showing of the usual stock goods is to be made an ice cave or similar display may be used to advantage This can be made by covering the interior of the windo with cheesecloth. It should be put in roughly so that pro jections similar to a natural ice cave will be seen. Thi should be well sprinkled with artificial snow. Even i this display the sprig of holly may be used to advantage

If it is desired to have Santa Claus appear in the cav he can be made by stuffing out a suit of clothes with pape and waste material, excelsior or straw. A false-face ma be used for the head, which is covered with a knitted ca or toque. Mitts will form the hands and felt boot sox o rubber boots may form the feet. His pack may be made of old sacking.

No matter what class of goods you show, have the setting appropriate, and, above all things, get the Christmas spirit into it.

PROMISES.

PROMISES are moral obligations. They are covenants to do or not to do; assurances, expectations of future things.

How few of us realize their full significance! How many of us make them with the downright intention of their fulfillment?

Promises should be made with caution and kept with care. For things promised are things due. Broken promises create suspicion.

Of certain men it can be said: "His word is as good as his bond." You be one of them.



Japanese China Punch Bowl

At Morimura Bros.

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UNIVERSITY OF ILLINOIS

The South American Salesman on the Ground

SO much has been written lately about South America that it seems almost superfluous to attempt to do anything further. The general trend of articles in the public press might lead the merchant or manufacturer who may be turning his attention to the southern continent for the first time to believe that it is a newly-discovered planet where Americans and their wares are almost unknown. And, further, that there is a tremendous demand at present for a new source of supply, owing to the European war; and still again that business has to be done with a peculiar lot of people who pay their bills very slowly, if at all. Language, packing, shipping and banking difficulties are held up as danger signs to the novice. In fact, to those not familiar with the market, it must be almost impossible to see the light through the conflicting maze of optimistic and pessimistic reports, full of generalities, which the would-be exporter finds difficult to apply correctly to his business. Suffice it to say that the United States, its people, and many of their products are already very well known in South America; also that present conditions are not good, but there is great promise for the future. Still further, that there are today many strong firms and companies which, although their demand is decreased at present, are able and willing to pay promptly for such goods as they may require.

What, then, must the merchant or manufacturer do who is seeking to extend his business to South America? The obvious reply is that he must dig down to the fundamental conditions which apply to his business, writes W. E. Leigh in "The Americas." He must clear away the generalities which cloud or distort his view. The best way to get right down to the essential facts is to visit the countries with which one expects to do business. The United States Government, the National City Bank of New York, the Pan-American Union, and various commercial bodies are doing splendid work in gathering reliable information of a general and detailed character. Let the aspirant for new markets select and read as many of these reports as time will permit. There is no easy way of learning the South American market. One cannot expect someone else to do all the digging. There is no way like going and seeing for oneself.

How much will this cost? It may be taken that a trip of ninety days would cost about $1,000 to $1,500. This would permit only a very hurried visit, as more than half the time would be taken in traveling if one were to visit both the East and West coasts. It would be much more satisfactory to spend six months at a cost of $2,000 to $3,000. Assuming that previous study of the various information available indicates that the prospective business now or in the future will warrant this expense, there should be no fear of setting forth for this new field. There should be no anxiety about language difficulties. It will be found that one can in most cases get along very well with English, or, if not, can hire a local interpreter.

When it comes to selecting the man to make the trip, let him be the best business man available, not necessarily the one with the best knowledge of Spanish or Portuguese. Let the first comer be a man capable of getting down to the essential facts governing the possibilities for his trade, rather than a regular salesman. If analytical ability, salesmanship and language qualifications can be found in one person, so much the better. Let him take orders if he can, but the object of the first visit should be to build safely for the future.

Having arrived on the ground, the main problem is to find out if there is any business. A fairly good preliminary line on sales possibilities may be obtained from the official local government customs reports on imports. These are usually available, at least in Argentina, about three months after the close of the quarter and are given in great detail. The mistake should not be made of studying returns two or three years old. South America is a land where conditions change very rapidly, and it is more necessary than elsewhere that only the very latest information be used. Once arrived in a town, any business man knows how to locate the principal possible customers. Conversation with them will show him the competition he has to meet and will enable him to form an opinion of the possibilities of sales with each. He will usually find that by the exercise of a little tact he may be shown competing samples, or he will purchase them outright if necessary, in this way finding out the relative advantages and prices of his goods as compared with those of competitors. If the articles are those which are made in many different grades, as most goods are, then the customs returns may be misleading, as all grades are usually grouped together. The visit to prospective customers will supply the necessary correcting information.

Having decided that there is business to be done, and

the approximate volume, the next problem is how to conduct it. Is it possible to have a branch office? This is generally the most satisfactory way if the possibilities of sales and gross profits will warrant the expense and the investment. Expenses are generally higher in South America, and it will cost about twice what it does to run a similar office in the United States. On the other hand, gross profits are generally higher.

If it is decided to carry stocks locally, as a rule these will have to be about two or three times as large as for a branch office doing a similar volume of business in the United States, on account of the time required to obtain deliveries. The investment in receivables will be about double, as terms are likely to be about ninety days, sometimes longer, although many of the best concerns pay in thirty days. If it is not commercially possible to have an individual local branch, then the next best solution is a combination branch with manufacturers of allied but non-competing lines. If neither of the above is possible, the next best arrangement is a good local agent. But the manufacturer should be sure this agent is a good one. On no account should he be appointed by mail or without seeing his place and manner of doing business, unless of course it is possible to obtain otherwise such complete and reliable information as to leave little doubt about his ability to develop the business to the maximum. In other words, one should make sure of the agent before appointing him, and then back him up to the limit. He should be made to feel that the harder he works for the manufacturer the harder the manufacturer will work for him. A great deal of harm has been done to American trade by appointing agents haphazard and later changing to other agents or opening one's own branch.

Don't try to tell a customer that his ways of doing business are wrong, says C. F. Lightner, for if he is really worth doing business with he will soon grasp any new idea you have dropped, if it is worthy of his consideration. Don't let a man come with the sole idea of teaching; the learning end of the game is just as important as the teaching. We all have certain ideas, but the man with good ones always goes away with better ones. The South American has been much longer in the general importing business than we have in the exporting, and very frequently tells us things we have really known but neglected to practice.

The man at home, in charge of a foreign business, must just as essentially know the foreign field as the man who is working it, otherwise his lack of real knowledge is often the greatest obstacle the man in the field has to contend with. Correspondence school knowledge, or even book learning, has never been able to get the best out of a problem, without the real practical knowledge, which can only be gained first hand.

Printed matter and all correspondence should be in Spanish. Don't send your Brazilian literature to the Argentine or vice versa. All illustrated catalogues should give exact metric measurements, also net and gross weights in kilograms.

Packing and shipping instructions must be followed absolutely. Pack in cases capable of standing many re handlings, and for possible discharging into lighters Mark all cases plainly with the mark of the consignee Also mark clearly exact weights in kilograms, *net* an *gross*. An error in this direction is liable to cause futur trouble to the client and shipper in the way of fine and delays.

Last, but not least, the question of credits and propaganda must be seriously considered before even attempting to enter the field, for if the manufacturer is not prepared to quote liberal terms to firms worthy of consideration, the same as his European competitiors, and furthermore is not prepared to spend money in making his article known, then experience tells me that it is preferable for him to continue his domestic business, and not look for a place in the export trade.

HOW TO MEASURE ELECTRIC POWER.

IN the good old days when incandescent electric lamps were so cheap that nearly all the electric plants supplied them free to their customers, no one paid any attention to such engineering things as standard voltages, watts and candlepowers. Very few of the electric light patrons knew what voltage the circuit carried which lighted their flats and houses, and, what is more, nobody cared. Then came the new Tungsten electric lamps, with their valuable filaments made of a metal even rarer than gold, and the electric light companies could no longer afford to give them away; so the patrons had to purchase them. Then began their first introduction to the mysteries of the electric light.

And there are still many who do not fully understand this esoteric question of voltage, which is explained as follows:

All incandescent lamps are made to burn at a certain electric pressure called voltage, for electricity has a definite pressure, just the same as water, which can be easily increased or lowered. Lamps are made to burn on 2, 4, 50, 110, 220 volts, and so on; the most common kind are made to burn on a 110-volt circuit. A lamp made to burn on a 110-volt circuit will have just enough current passing through its filament to heat it up to incandescence, or to the point where it gives an abundance of light, and does not burn up. If the voltage or pressure is increased the lamp burns with greater brilliancy until it burns out. Reduce the pressure and the lamp will burn dimmer and dimmer, as the filament cools, until it becomes only red hot, or does not glow at all.

If a 110-volt lamp should be connected on a 220-volt circuit it would burn out with a flash. However, if we should connect two 110-volt lamps in series across a 220-volt circuit the resistance of the two filaments would be twice as great as that of one, and the two lamps would burn all right. On the other hand, if a 220-volt lamp was placed on a 110-volt circuit the lamp would give little or no light; but the filament would not burn out in years.

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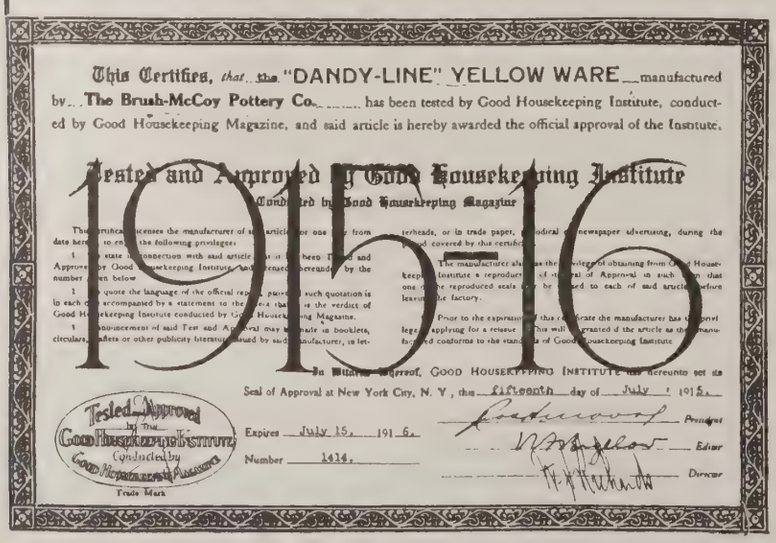
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1916

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65 BARCLAY STREET, NEW YORK.



THE fancy "Republic" shape, illustrated above, has been produced in obedience to a popular demand. Excepting in the hollow ware, we do not claim for it any degree of originality. The relief work has been often copied, just because it is the best thing of its kind, and this has made it a market staple. It, therefore, properly belongs in the line from this "House of Staples."

Advance samples are now shown for delivery after January first in plain white, and an excellent line of decorations, for which we do claim originality.

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HOMER LAUGHLIN CHINA CO.,

Newell, W. Va., and East Liverpool, Ohio.

Our National Ignorance.

WE have been so busy in this country with our internal development that we have never attained a really international point of view, said William S. Kies, vice-president of the National City Bank, recently. Great as we have grown, we are nevertheless provincial. From early school days we have been taught that this is the greatest country in the world, We have believed so thoroughly in its greatness, and in its opportunities, that we have taken little pains to study and know the rest of the world We have little knowledge of the habits, customs and characteristics of other peoples, of the resources of their countries, and of their possibilities of development. We have been quite self-sufficient in our business methods. We believe we manufacture the best goods in the world, and, in the past, we have too ofte nsaid to the foreigner: "You may take them as they are or leave them." We have paid little attention to the demands of foreign markets, and have sought to impress our ideas upon the foreign purchaser. We have given the impression that we know more about what they ought to have than they themselves. We have ignored their demands and have failed to follow directions given with orders. We have been unwilling to extend reasonable credit terms. Possibly in this respect American manufacturers have been justified, because, until recently, they have had limited opportunities to ascertain the responsibility of business houses, particularly in South America. But the development of the service of the large mercantile agencies in South America, and the establishment of branch banks in various South American centers, will enable the North American business man to obtain information concerning the character and responsibility of his would-be purchaser. In most of the South American countries the great majority of business men have just as high a sense of business honor as in this country, and the experience of manufacturers in the South American field, as related to me, shows that the percentage of losses due to bad debts, in proportion to the amount of business done, is actually smaller than in the same line in this country.

Our national ignorance concerning South American countries in particular is to be criticised. How many people know that the total annual commerce of Argentina is about equal to that of Canada and larger than that of China, of Australia, and of Japan; that the per capita commerce is nearly two and one-half times that of the United States, and that the per capita commerce of little Uruguay is about double that of this country? That Buenos Aires is the fourth largest city on this continent, as modern and up-to-date as any city in the United States, and has the finest equipped newspaper office in the world? As evidence of its up-to-dateness, it might be mentioned that Buenos Aires receives the latest creations from Paris even before they reach New York. It might well be mentioned to those who have thought of Argentina as a trackless prairie that the country has over 25,000 miles of well-equipped and well-operated railway, and a greater railway mileage per capita than any European country. Uruguay, with a population of a million and a quarter, has eight head of cattle and over twenty head of sheep for every man, woman and child. How many people realize that Argentina alone supplied, in 1912-1913, more than one-half the corn entering the internatioanl trade of the world; that her exports of corn in 1913 were greater than the exports of all the other corn exporting countries combined; that the number of cattle in South America is greater than in the United States, Canada, Mexico and Central America combined; and that Argentina's beef exportations have, in the last few years, exceeded in value those of any other country in the world?

Few people have any appreciation of the tremendous undeveloped resources of South America, the richness of her agricultural lands, the variety of products which can be produced, the vastness of her forests, the wealth of her unexploited mineral deposits, her unlimited acres capable of pasturing countless herds of cattle, and her great undeveloped water power sites.

South America is a veritable storehouse of wealth, the keys to which are immigration and capital. As the resources of the countries are developed their importance as world markets will increase more than proportionately. The United States, by force of circumstances, has now the opportunity to bind these South American countries to it by financial and commercial ties which will insure us a permanent and satisfactory

position in their markets; but to do so will require careful, scientific study, intensive effort and constructive leadership.

To take the fullest advantage of the opportunities which are now ours requires the education not only of our masses but of our business men, our bankers and our leaders themselves. The people of this country must be taught that a large foreign commerce means permanent prosperity. A public opinion must be created that will compel our legislators to inaugurate a definite policy of helpfulness on the part of the government. Such a policy would contemplate the passage of measures removing the handicaps under which our merchant marine is now operating and providing for its rehabilitation; laws permitting combinations of American manufacturers in export trade so as to be able to meet on equal terms foreign competition in foreign markets; the scientific readjustment of our tariff so as to prevent the dumping in our markets of the products of foreign corporations, the adjustment of railroad rates so as to permit the manufacturer in the interior to bring his goods to a shipping port at such a price as will enable him to compete successfully in a foreign market, and the formulation of a definite policy for the encouragement and protection of American investments in foreign lands.

The American manufacturer on his part must undertake a scientific study of market possibilities the world over. He must inform himself of the demands of foreign markets, the style and character of goods wanted, and he must be prepared to meet the demands of his foreign customers. He can not compete in price until he knows exactly what it costs him to produce. Confronted as he is by increasing labor costs, he must meet the situation by more efficient organization and greater economies in manufacture. Co-operation in sales campaigns for the development of foreign markets will be found necessary to keep down the cost of developing these markets. But most of all the development of our foreign commerce will depend upon the character and training of the men who are carrying on the work. The greatest difficulty experienced in the establishment of branch banks abroad is the lack of trained men to undertake the work. Our young men have heretofore been loth to leave this country and to enter into foreign careers. In Germany young men are trained early for the commercial service. Their courses of study are shaped to that end. After the training period they are sent to the countries of their future activities, there to grow up with their future customers and to enter into the life of the country.

If we are to build up a lasting foreign commerce we must begin at once to train our young men for the service, and to inspire them with an appreciation of the importance of their work to their country. Those who are willing to spend the time requisite for adequate preparation, and to make the sacrifices necessary in foreign service, may be assured that the field offers opportunity for the successful exercise of abilities of the highest order, and promises rewards of a substantial and material nature, as well as the satisfaction which comes from the sense of a duty well done and a public service faithfully rendered.

America needs as never before the trained mind, the courageous spirit, and the constructive imagination. There never was a greater demand for big men than in the commercial world to-day. The young men of this school are entering upon a course which leads directly to the open door of opportunity—an opportunity so big with possibilities of accomplishment as to fire the imagination and stir the soul. Let our young men rise to the occasion and take up the work before them in a spirit of patriotic devotion, with a keen appreciation of the fact that the service they are called upon to render is contributing in a valuable manner toward the upbuilding of this nation and the strengthening of its power and influence in the world's councils for permanent peace.

GOOD-WILL.

"GOOD-WILL" is one of the greatest assets any business can have. Yet how few men realize that every business transaction either adds or detracts from its value!

To use the words of Secretary of State Philander C. Knox: "Good-will is property capable of being appraised, bought and sold. In many cases it is the main ingredient of value. It represents all of the strength, industry, tact, and judgment that make success. In estimating the worth of a business it is not infrequently reckoned more valuable than the buildings and the machinery that make up the physical plant."

Good-will is the popularity or reputation which a business enjoys. It is just as much the property of a small plant as it is of a large one. It is no respecter of businesses, either. It can be had alike by the smallest merchant as well as the ten-million-dollar corporation.

Good-will is not secured by some secret process. It is awarded only to earnest, conscientious effort, honest goods, and clean business methods.

Your reputation and the popularity of your products are estimated and weighed by your customers. So your good-will, while yours by right of creation, is, nevertheless, in the keeping of those whom you serve. And you have got to scratch gravel constantly to remind them that you own it.

Fire, panic, tornado or floods may put your plant out of business, but they cannot destroy your good-will. For, with good-will unimpaired, you can start fresh the next morning.

Good-will is the cyclone-proof cellar of business. Its value as a business asset is so staple that in comparison with it a government bond is a questionable investment.

AN optimist is a fellow who makes lemonade of the lemons he has handed him.



How to Sell Japanese Goods.

By C. G. ENTZMINGER, Advertising Manager, Takito, Ogawa & Co., Chicago.

WHAT are the ways and means at the disposal of the manager of a pottery and glassware section in a department store for increasing the volume of the sale of Japanese goods?

A number of years' experience as a department manager gave me an opportunity to make a practical test of many of my ideas, and I am now convinced that the mediocre showing on the sale of Japanese goods in many stores is due in a large measure to the fact that buyers and clerks are not sufficiently well informed on the merits of the ware. Socrates once said to a group of young men who asked him to point out the road to success: "Know thyself!" I would change this a little, and say: "Know your goods!" especially when they are Japanese. The department manager who understands all about Japanese goods, and can impart the knowledge to his clerks, is bound to make a success, for the ware has many excellent points, as well as the great advantage of low price.

The one big talking point for Japanese goods is that they are hand-painted. The Japanese government is very strict in this respect, and will permit no goods to leave the country which are falsely stamped. Many times the low price of Japanese goods leads the woman shopper to believe that the hand-painted claim is untrue. How is the department store salesperson to overcome this suspicion?

Let us take, for illustration, a hand-painted chocolate set. Let us say that it is marked $2. The woman shopper views the set and likes it. However, she ridicules the idea of hand painting.

"I like the set," she says, "but it is impossible that it is hand-painted at that price."

"Madam," replies the salesman, "here are two pieces—a cup and a saucer. You will note that the design on the two is about the same. I say about the same, for if it were made by a transfer, as would be the case if it were not hand-painted, it would of necessity be exactly the same. However, you will notice that this leaf here is not exactly similar to the same leaf in the design on the cup. In fact, if you look closely you will find that no two leaves are exactly alike. I agree with you that the price is low for hand painted goods, but you must remember that labor is cheap in Japan, and that one of these cups is painted in almost the twinkling of an eye by an adept."

"I have heard that much of the ware sold as Japanese china is made in this country," the customer may say, after her doubts on the hand-painted objection have been settled.

"Madam, that rumor is untrue, for the very good reason that no china is made in this country. People who have made that statement do not know the difference between china and earthenware. When I hold this cup up under the light you will see that it is translucent. Earthenware is opaque."

These two objections on the part of the customer are typical, and often heard. When they are answered as I have outlined there is no come-back.

I believe that more Japanese goods could be sold in department stores if the managers of the sections would segregate the ware. Much of the commercial Japanese china is so much like the European in general appearance that the ordinary customer is unable to distinguish between the two kinds. By getting all Japanese goods together in a little booth, decorated in accordance with the popular idea of Japanese art, they make a more direct appeal. When customers have looked at other wares without making a purchase the salesman can suggest the Japanese booth, where the lower prices and the really excellent value of the goods will many times insure the sale.

One of the main distinguishing points between European and some Japanese china is that the latter does not possess the smooth body characteristic of European ware. There are pinholes and bubbles in some Japanese goods which the china from Europe does not possess. The Japanese know this, of course, and cover them up with profuse decorations. However, the critical customer, examining a piece of Japanese ware, may raise an objection on this score. If the salesperson is not right there with the answer—which is that the pinholes and bubbles are more or less characteristic, and are proof positive that the goods are "real imported Japanese"—the sale may be lost.

Of late years great improvements have been made in the body of Japanese china, and now we are getting ware which is almost as good in this respect as the best which comes from the potteries of Europe. However, it will still be found that the pinholes and bubbles are present occasionally, and the answer to the objection is one which must be remembered.

The term "hand-painted" means much to a woman, and if she is convinced that what she is getting is hand-painted she becomes an excellent advertisement for the store. Imagine her showing it on the center table to some of her friends.

"I bought this to-day at Brown's Emporium," she will say. "Guess how much I paid."

And when the lady announces, "Two dollars!" there will be a commotion.

"Hand-painted! For two dollars! They saw you coming."

"Oh, I guess not," the lady will retort, and then she will prove it, as the fact has been proved to her.

The next time they are downtown they will take pains to visit the department, and the chances are that they will make purchases. From one enthusiastic customer hundreds of other sales may come in this manner. The thing is like a tree, the trunk of which is the original customer, and the limbs and branches the others who will be brought as a result of the first properly-made sale.

Many times I have encountered timid merchants who after laying in a stock of Japanese goods feared to put up a sign in the window announcing that they have on sale "Genuine Hand-Painted Japanese China." One such merchant told me, when I expressed surprise that he was not advertising his goods in this manner, that he feared he might be arrested for misrepresentation. I assured him that if he were arrested my firm would be glad to pay the expenses of the trial. We would have been glad to do so, too. The merchant who lays in a stock of Japanese wares ought to advertise them in a strong fashion, placing emphasis on the price and on the fact that they are hand painted. The combination of these two strong selling points is bound to bring the business.

THE DRINK RECIPROCITY.

"I RECEIVED a jolt the other day which nearly knocked the scales off my social system," said a New York traveling salesman who has fallen into the bad habit of reciprocating the drink when somebody else buys first. "I met a Western business man on Broadway, and as I hadn't seen him for some time we met like old friends, though I had really never seen him anywhere before except in his store. He's a big, husky man, with a voice on him like a bull of Bashan, and he hadn't talked long until he asked me to take a drink.

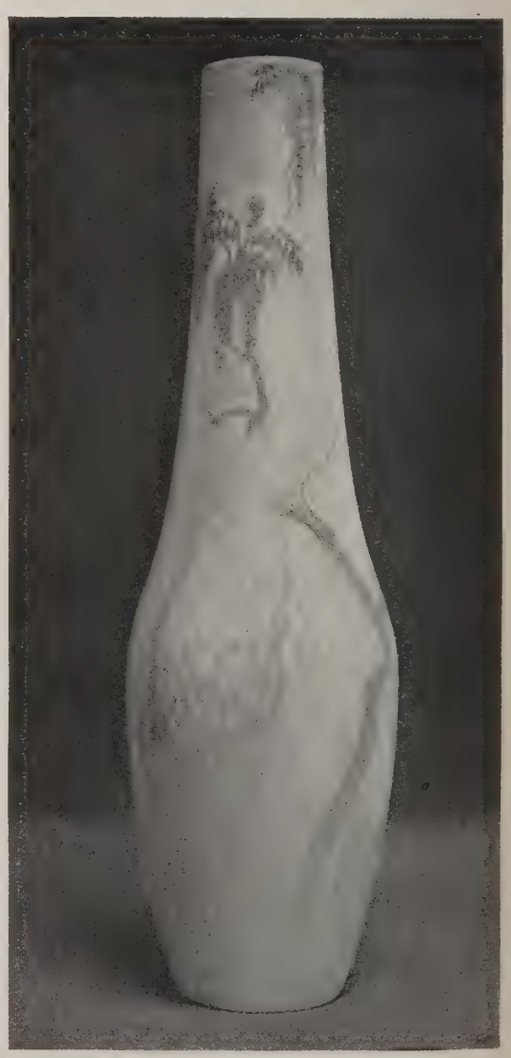
"'Come on,' he said, 'I'm thirsty and I want something wet. I never drink unless I really need it, and I need it now.'

"It wasn't a very polite invitation, but it was sincere, and I went along because I drink oftentimes when I don't need it. He took a long highball and I took a cocktail, and he drank his down as though he really was thirsty. Of course, according to custom, I asked him to have another. He declined, and I insisted. Indeed, I kept on insisting, just as men do when anybody declines, and at last he turned on me, and his tone of protest had no polish on it.

"'Look here,' he said, 'didn't I tell you I only drank when I wanted to? And don't I know when I've got enough? And when I've got enough I've got all I want. Understand? If I ask you to dinner with me do you insist on my taking dinner with you as soon as we have had one? Of course you don't. And if I don't eat any more than I want, why should I drink any more than I want? If you haven't had enough I'll buy you all you want, and you don't have to hint for it by asking me to have another when I don't want it. Understand?'

"He fired it at me so fast I couldn't get a word of defence in anywhere, and stopped. By that time his hard-sense idea had hit me and I apologized clean down to the ground.

"'That's all right,' he growled, 'and now come along with me to your place and I'll buy a bill of goods. I was on my way there when I met you. Come ahead! How was your cocktail? That highball was bully and went right to the spot.'"



ROYAL COPENHAGEN VASE WITH WHITE PEACOCK AND PURPLE WISTERIA ON ROSE BACKGROUND.



French China Service Plate

By Wm. Guerin & Co

Is the "Per Pound System" Reliable for Figuring the Cost on Bottles Made on the Owens Machine?

By W. E. LANGDON, Efficiency Engineer, Columbus, O.

THERE was a time when the demand for bottles was more than equal to the supply, and the manufacturers easily sold their output at their own prices. Profits were large, and everybody was happy. Now there are factories enough to produce five bottles where four are needed. On account of the competition prices have been forced down so that it is dangerous to operate a factory without knowing the unit cost of each different shape and size of bottle made.

Some manufacturers, realizing that something should be done, have adopted the "Per Pound System," which is the best known method of computing costs. This is a dangerous and illogical system.

Many bottle manufacturers using the Owens machine distribute the overhead expense on the "Per Pound" basis and figure the cost per gross therefrom.

The following table, giving the comparative detailed cost of two gross of one-pint bottles and the relative cost between 140 gross and 305 gross production per working day (weight per gross 135 lbs., but of different shapes), will serve to show that the variation in the production per machine working day (due to the shape of the bottle, as some shapes are more easily made than others) will cause a difference in the cost per gross of bottles, although they are of the same weight:

Description	Cost per Gross		Cost per Pound	
	140 gross	305 gross	140 gross	305 gross
Metal, 135 lbs. at .007	$ .945	$ .945	$ .007	$ .007
Mfg. costs except metal and package, $1,500 per machine working day	10.714	4.918	.079	.037
Factory cost (cost to make	11.659	5.863	.086	.044
Selling expense (7 per cent.)	.816	.410	.006	.003
Cost to make and sell (except packages)	$.12.475	$ 6.273	$ .092	$ .047

The above table assumes for illustration that the metal cost is .007 per pound, including shrinkage in melting; the manufacturing costs, except metal and package, are $1,500 per machine working day, and the selling expense is 7 per cent of Factory Cost.

In addition to the above variation in cost due to the shape of the ware, there is another variation in cost due to the size. The manufacturers of the Owens machine say: "As a general rule it may be stated that in manufacturing large ware the tonnage produced during a period is greater than could be obtained were small bottles manufactured at a more rapid rate during the same period of time."

All manufacturing costs, except the specific or direct costs, should be calculated on the basis of time. These costs and costs incurred by reason of bottle machines or shops being idle from time to time, and costs accruing during shut-down periods, should be applied to the bottles on the "machine working day" or "shop turn" basis.

The amount of glass worked out during a single working day on the bottle on which the production is 140 gross is 18,900 lbs., and on the bottle on which the production is 305 gross the amount is 41,175 lbs., or more than twice as much; yet the overhead costs are practically the same for both bottles. If the plant ran entirely on bottles that are easy shapes to make the production would be about twice as much as on bottles more difficult to make; or if it ran on large bottles the capacity would be larger than on small bottles. Therefore the sales price should be higher per pound on bottles difficult to make and on small bottles than on bottles easily made and large bottles.

The "Per Pound" system averages all the bottles together and does not show the relative cost per pound between different kinds of bottles, while the other method of figuring does.

The table shows the relative cost between two bottles where the production was 140 gross and 305 gross respectively for one gross and per pound by dividing the cost per gross by the weight of one gross. The cost per gross for the first bottle is $12.48, and for the second $6.27, or .092 per pound and .047 per pound respectively.

When sales prices are based on costs and the costs are in error there is danger of a loss. When the costs are figured too low there is danger of accepting business at a loss, and if figured too high there is danger of losing the business. The operation of the sales department will not result in the maximum profits unless it is carried on with a correct knowledge of costs.

Some manufacturers have hesitated to revise their cost system or install a new one, believing that it is not possible to devise a system accurately determining the costs of each different style and size of bottle. That is a mistake. A system producing accurate results can be applied to any line of manufacture. It has been done in the bottle business.

Some have hesitated because of the first cost. No one would hesitate to spent $500 if assured it would

bring in $1,000. In the ordinary bottle factory without a competent cost system the chances are ten to one that the results would be much more favorable than this, and they would be perpetual.

Some have hesitated on account of the expense of operating the cost system. If the work is thoroughly done and the findings properly taken advantage of the result should cause an average additional profit of at least 1 cent a gross on the output. For a production of 300,000 gross of bottles in ten months the extra profit would be $3,000. One additional clerk at $18 per week would be $900 a year. The resulting net profit would be $2,100. But these figures are very conservative in comparison with some actual results produced.



The Stenographer and Her Employer.

EVERY now and then the limelight exposes him in all his woeful wickedness—the naughty, haughty, horribly rich and unexplainably fascinating employer of the poor, downtrodden stenographer. Of course she's underpaid and underfed. Of course the time comes when, through sheer weariness of spirit and his pestiferous persistence, she yields to his seductive invitations. A lobster place, and under the influence of good food, the starved stenographer blossoms forth into radiance. Wife of business man waits for dinner in vain at home. Domestic scene later. Papers blazon forth the awful tale; the "sob-sister" department arrives on the scene. Forthwith all stenographers are labelled seductive sirens—all business men who employ them deep-dyed villains.

As a matter of fact, business men are far safer than they are thought to be. The average business man is neither Don Juan nor King Cophetua come to life, writes Eleanor Gilbert in the "Evening Sun." Doubtless there are some men of this type scattered in the business world, just as one is likely to meet not wholly commendable characters in other people's parlors. But why judge the ninety per cent by ten per cent? Or why assume that the business girl cannot uphold her dignity as well as her social sister.

The unromantic truth about the situation is that the average business man has no more personal interest in his women clerks—yea, even the beautiful ones—than he has in his good-looking office machinery, He is engrossed in making his business pay. Every cog in the business, human and mechanical, is regarded according to its commercial efficiency. He has no more emotion about his stenographer than he has about the typewriter she operates.

On the whole business men have been considerably misjudged in their attitude toward their women employees. Purveyors of lurid literature have delighted in exhibiting Prosperous Big Chief in fur-lined cloak tempting Pleasure-loving Penury until she enters the luxurious limousine and speeds down the primrose path. It has the melodramatic element we all love even when we deny it—silk-hatted villain and helpless but virtuous heroine—and we won't let the vicious myth die. But when these things actually do occur in the business world a cold-blooded analysis might reveal the fact that the villain was not quite so villainous nor the heroine quite so helpless as we might find it pleasant to believe.

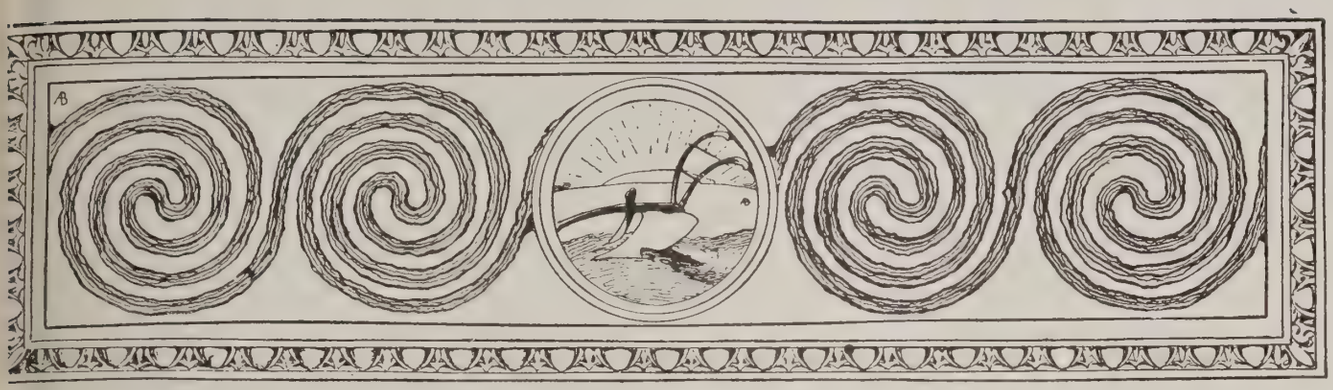
It is probably true that many women associated with men in business have received flattering attentions at some time. But since we are not living in bandit days, nor under the apprenticeship system, the business woman who can't get rid of the attentions can get rid of her job. No one compels her to stay in a precarious position.

On the other hand is the girl who has shifted her chase for a husband from the drawing room to the business office. She enters business with the hope and intention that it is her marriage market. She makes a deliberate attmept to focus attention upon her person. Sometimes she succeeds, not always in just the way she hoped, and then there is a hue and cry about ruthless man in business.

Any experienced business woman—unless she believes herself such an enchantress that her fascinations make her a menace to society generally—will admit that it is possible to keep up a dignified business demeanor under any circumstances; yea, even with the rare business man of flirtatious ambitions. Moreover, she can freeze him into sensibleness without even losing her job!

There is a business etiquette which every woman must learn. If she practices social coquetry she must realize that it is a direct challenge for a flirtatious return. If she firmly and honestly declines the first social overtures she won't find herself pursued. If she is interested in her business she can be cheerful and courteous in her business relations without exaggerating it into a personal allure.

Alas for business romance—Romeo is not there!



How to Get Customers Into the Store.

Copyright 1915.

THE merchant who knows how to get customers into his store has one of the best chances of securing a rtune during his business life-time. So few merchants amass fortunes that we must assume that they do not ow how to get customers into their stores. A few, rhaps, that do know how, fail to succeed for other rea-ns, principally, because they do not know how to keep e customer after he has once entered the store.

Assuming that a merchant has a store, well stocked, operly managed, conveniently located and efficiently rved, he should have no trouble in getting customers to his store, who will come back again, and again.

An analysis of the usual methods followed will be of eat benefit to the merchant. They are, briefly, as fol-ws:

ADVERTISING.—Newspaper advertising; circular and her mailable advertising; souvenir, premium and nov-y advertising.

WINDOW ADVERTISING.—Displays in windows and out-le showcases; store-front impression; advantages of cation.

SOLICITATION.—Personal solicitation by merchant and s clerks; solicitation by trained salesmen with and with-t samples; regularly solicited orders.

RECOMMENDATIONS.—Testimonials, oral or written, of isfied customers; recommendations of others who have come impressed by customer's testimonials; recommen-tions of others who have become impressed by the gen-l management of the store, its advertising and accred-d standing in the community.

These are the four avenues through which the average rchant may secure customers. It seems reasonable, n, to expect that he will use these highways to success, at least, travel as far as possible along each of them. There are millions of dollars spent annually in the ited States for but one purpose—to get customers into e retail stores of the villages, towns and cities. The nufacturer spends vast sums in an endeavor to force siness. Naturally the stores that sell their products efit by this advertising. National advertising is going ng way toward educating the customer to expect good ds, expert service and fair prices. Retail advertising is making a personal appeal on behalf of the retailer for the trade of the local customer.

There are a few merchants who will tell us that advertising does not pay. If this is true, we should hold up our hands in horror at the great economic waste represented in the advertising matter issued every day. But it is not true. Advertising is of two kinds—good and bad, with all kinds of grade from good to bad running in between the two extremes of good and bad.

To put this in another way, let us say that advertising either benefits the advertiser or it does not. If the advertising is good it pays, if it is bad it does not.

A few years ago a certain newspaper adopted a slogan, or catch phrase, that startled its competitors. It was, "All kinds of advertising helps all kinds of advertising." This even surprised other branches of advertising, for it is always a bone of contention among advertising men whether one kind of advertising is not better than another.

The newspaper advertising man will tell you that newspaper advertising pays best. The street-car advertising man thinks that that method of publicity is better than any other. The man who sells calendars believes they will produce better results than anything else, and so it goes, all along the line of advertising.

The fact of the matter is that all kinds of advertising pays, but all kinds of advertising is not suited for all kinds of stores. Newspaper advertising is probably the most universal method used by retail merchants to reach customers. It is the medium best suited to that purpose, but there are thousands of stores that will find that newspaper advertising will not pay them. Local circumstances are such that in some cases the circulation of the newspaper is not suited to convey the message of the retailer. His location may be such that he would have to pay for circulation that is of no use to him. Then this avenue of getting customers into his store is closed and he must use some other way.

In the majority of cases, however, the retailer can use the newspaper to advantage. He can also use almost all the other ways of advertising included under the other two general heads—circulars and premiums.

Just what proportion of the advertising appropriatio

to spend for each class of advertising will puzzle the best merchant in the world. The only way he can find out is to experiment. When he finds one kind of advertising pays let him stick to it. When he finds another does not pay let him cut it out. Keep experimenting and learning and the advertising appropriation will be well spent. It is the merchant who uses a certain medium, year after year, just because he has always done so, that wastes the most money. He who experiments faithfully, spends the greater part of his appropriation judiciously, spends it where it does the most good.

The writer has always contended that a good mailing list is an asset to any business, and it ought to be considered as such. A poor list, however, is merely a sink-hole for pouring money from which no returns can ever come.

One of the best methods of judging advertising before hand is to inquire into the possibility of its reaching the hands of a prospective customer and into the probability of its being read. Advertising judged by this standard will usually prove satisfactory.

Surely little need be said about the value of the window as an avenue through which the retailer can reach out to the possible customer. It seems so obvious that it is one of the best of all avenues of advertising, and yet—and yet, there are merchants who think so little of their windows' appearance that they do not even keep them clean. Others will fill up the larger part of the space with circus bills, doubtless feeling that they are being well paid by two tickets to the circus. The advertising manager of the circus recognizes the value of the retailer's window more than he does himself, that's why he pays to put his bill in the window.

Any merchant who doubts the value of window advertising can be convinced of its tremendous pulling power if he can spare a couple of days to watch the best windows in his town or city. He will see hundreds of men and women stop when they come to a well balanced display no matter what kind of goods there are on display. Merchandise of all kinds when well shown is interesting to most people. Why the coal man recognizes this fact and often makes a display of coal in his window, and sells coal from the display, too. If he can do that, surely there is no line of merchandise sold in the retail store which cannot be sold in a similar manner.

Another method of testing the window display for its sales value, would be to show different lines of goods for stated times and keep a record of the sales of these lines when on display, and when not. In making this test the best results would be secured by conforming to the following rule: Keep track of the sales of a certain article for a week before it is shown in the window, for a week while it is being shown and for a week after it is shown. The test should include many articles and cover a lengthy period of time. A test on one article alone, while it might show that the sale was increased by the display, would be entirely unsatisfactory, because of the possibility that it was merely a coincidence and not a matter of sound principle.

The impression of the whole store front, the first appearance of the store upon the possible customer has a great deal to do whether he will enter or not. The local situation of the store determines to a large degree the extent of the business. People will not travel to out-of-the-way stores—unless there is something there to draw them past more convenient places to shop.

Solicitation is being resorted to more than ever. The strenuous efforts of one's competitors have extended to solicitation to a larger extent than ever. This can be met by a similar method. It can be made a powerful means of making friends and of securing much patronage. People of all classes delight in being recognized. They feel flattered when they are told that their patronage is appreciated, and they are asked to deal with a certain store. A large percentage are willing to give every merchant a fair trial. If the trial is satisfactory the customer is won.

A merchant is advertised by his satisfied customers. Little need be said about this. The customers of a store make or break it. If the customer is satisfied and pleased others will be told of it. If the customer has been ill-treated, others will be advised never on any account to go to that store.

To secure customers for the store is merely a matter of persistent effort. If the store is right the customers will stay after they have once been induced to come.

Think this over. Take a pencil and a piece of wrapping paper and lay out a campaign of securing customers in the way we have done. If it does not show possibilities for future business it will be your own fault.

CHARACTER IN YOUR GOODS.

IN the world's market-place "character" sets the standard of value. Character is that often indefinable something without which all men and things would be equal.

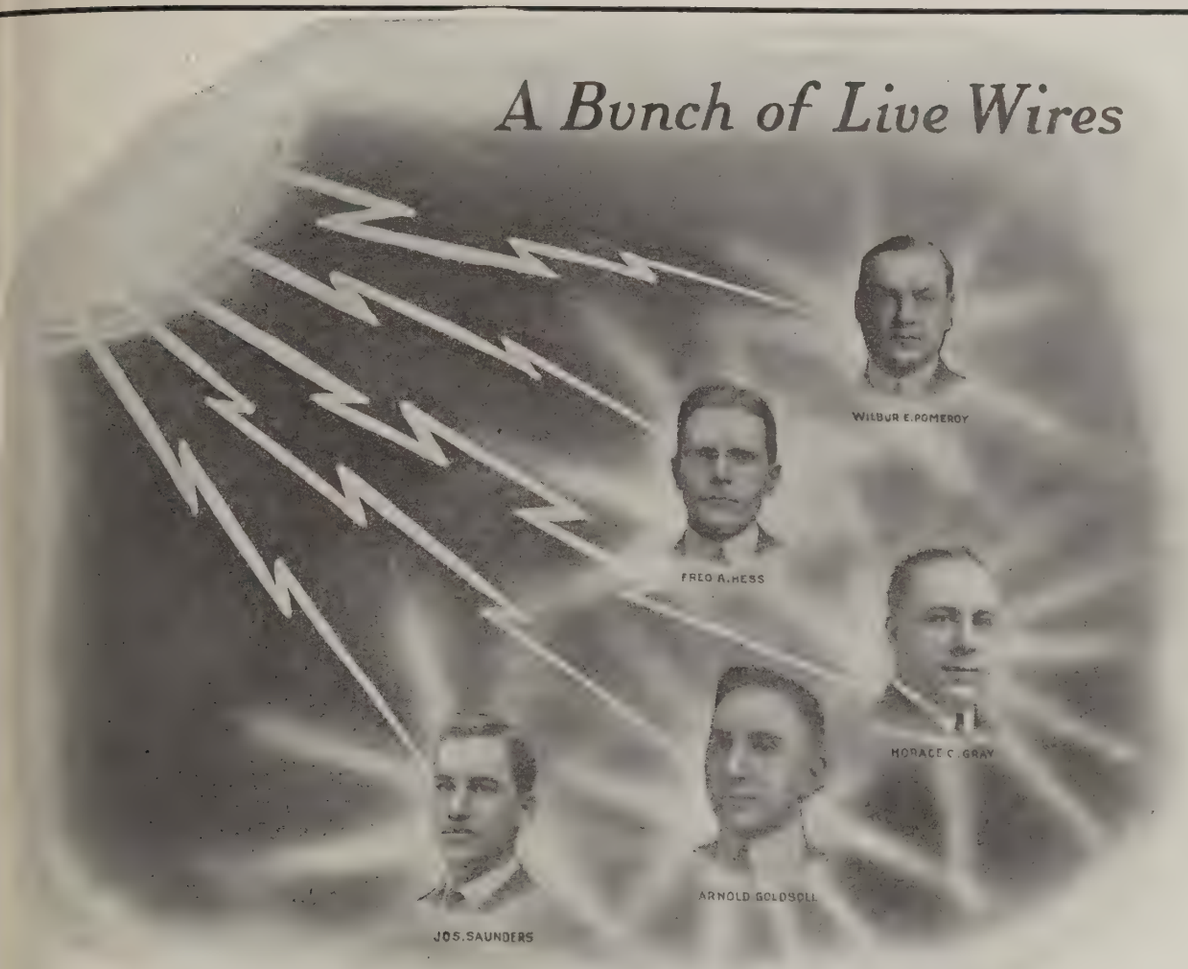
Both men and merchandise are appraised according to the character, or lack of character, in their general composition.

In man character is the tool with which he stamps his impress upon the things of his brain and hands. It may stand for much or little.

In merchandise character is that touch of individuality which distinguishes the worth of one article as compared with another.

Character creates values. So put character into the products of your shop. Make your work demand its price by the sheer force of its individuality. Give your products life—make them vibrate with a personality, a character. While they may be copied, they can never be duplicated, because lacking that touch of character which only their creator can give.

A BUSINESS man is known at the bank not only by the company he keeps, but also by the company he keeps out of.



Horace C. Gray Company,

FIFTH AVENUE BUILDING,

At Twenty-third Street, Fifth Avenue and Broadway, New York,

Tel. Gramercy 6311. *Rooms 202-3-4-5-6, second floor.*

REPRESENTING :

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware—plain, cut, enameled and etched.

Indiana Glass Co.,
Pressed Table Glassware and Lamps.

Wellington Glass Co.,
Illuminating Glassware.

T. A. McNicol Pottery Co.,
Decorated Dinner Ware, Toilet Ware and Plain Semi-Porcelain.

Lancaster Glass Co.,
Pressed Crystal and Decorated Glassware and Vases.

Jos. Phillips & Co.,
Hand Engraved and Cut Glass.

The Sterling Glass Co.,
Rich Cut and Engraved Glassware.

Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

Potomac Glass Co.,
The finest line Blown Ware in America. Bar Goods and Cuttings a specialty.

WE ARE ORIGINATORS OF NEW GOODS. IF IT'S SNAPPY AND NOVEL YOU'LL FIND IT HERE.

OUR LINE OF SUPERIOR

Decalcomania Decorations

CONTRIBUTED LARGELY TO THE SUCCESS OF

American Pottery.

SELECT CAREFULLY FROM OUR VARIED COLLECTION.

UNIMPAIRED DELIVERIES.

Rudolf Gaertner,

NEW YORK:
Fifth Avenue Building,
Fifth Ave. and 23d St.

EAST LIVERPOOL, OHIO:
R. L. E. Chambers. T. P. Ferguson,
Representatives.

The Steubenville Pottery Co.

STEUBENVILLE, OHIO,

MAKERS OF

"The Dinnerware that Sells."



No. 3528. WENONA.

OUR 1916 decorations present a variety to suit all tastes, and in connection with the Steubenville ***Glaze*** and ***Finish*** this dinnerware will replace satisfactorily any imported goods of a similar character.

After earnest study and experiments we are producing ware with a heavy, velvety glaze that brings out perfectly the most difficult china colors. Careful attention is given to the details of finish and gilding, and we feel justified in our claim of superiority. We hope you will favor us by making a close comparison.

Special Exhibit at FORT PITT HOTEL, PITTSBURGH, during January.

JAMES B. McHUGH,
Western Representative.

New York Salesrooms:
Suite 315-325 Fifth Avenue Building,
Fifth Ave. and 23d St.,
EDWARD B. DICKINSON in charge.



Listen, Crockery Buyers!

There is no better line in America, for staple use, than our White or Decorated Dinner and Toilet Ware.

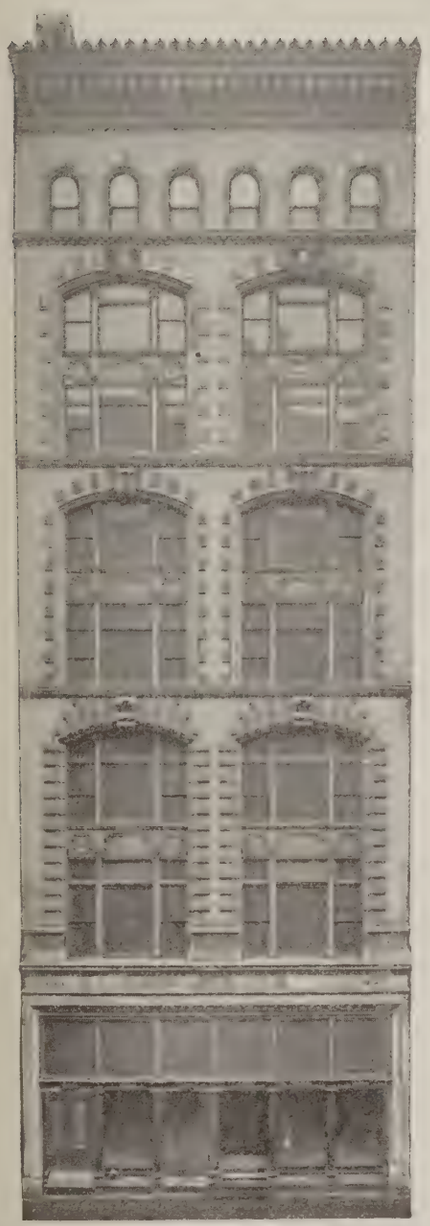
And our VITRIFIED HOTEL WARE is simply unapproachable.

The Colonial Co.

POTTERS,

East Liverpool, Ohio.

Koscherak Bros.



extend to you the

Compliments of the Season

and a

CORDIAL INVITATION

to be present at the . . .

. . . OPENING . . .

of their new store, on Feb. 1st, 1916, . .

129-131 FIFTH AVENUE, NEW YORK.

Between 19th and 20th Streets.

Now Still at 29-31 Park Place.

Make NEW ENGLAND Greater

WM. R. CLAFLIN

41 Pearl Street, Boston, Mass.

REPRESENTING

Imperial Art Glass and Lamp Works, New York City,
Gas and Electric Lamps.

The Krantz & Sell Co., Honesdale, Pa.,
Cut Glass.

Markt & Hammacher Co., New York City,
Swedish W | W Enameled Ware.

John E. Rohrbeck, New York City,
Reflecting Mirrors for Cut Glass.

JOHN E. SAWYER

157 Summer Street, Boston, Mass.

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PRESSED CUT TABLEWARE, STEMWARE AND BAR AND SODA SUPPLIES

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CENTRAL GLASS WORKS, WHEELING
ROCHESTER TUMBLER COMPANY
AND
AMERICAN GLASS SPECIALTY CO.

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144-150 Congress Street, Boston, Mass.

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N. W. T. KNOTT

164 Federal St. Boston, Mass

Consolidated Lamp and Glass Company

ALSO WOOD FIBRE FIXTURES LAMPS AND ORNAMENTS.

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INC. UNDER LAWS STATE OF MASS.

CROCKERY 41 PEARL STREET, BOSTON, **GLASSWARE**

NEW ENGLAND REPRESENTATIVES

FOR

THE CROOKSVILLE CHINA CO., Crooksville, Ohio.
THE NATIONAL CHINA CO., Salineville, Ohio.
THE ALBRIGHT CHINA CO.
THE ZANESVILLE STONEWARE CO., Zanesville, Ohio.
THE A. E. HULL POTTERY CO., Crooksville, Ohio.
THE LOGAN POTTERY CO., Logan, Ohio.
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High Grade Light Cut Glass.

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THE CAMBRIDGE GLASS CO., Cambridge, Ohio.
DESMOND ART NOVELTY CO., Philadelphia, Pa.
THE SILICON GLASS CO., Pittsburgh, Pa.
Plain, Decorated and Cut Tumblers.

HEADQUARTERS FOR NOVELTIES, SPECIALTIES. PREMIUM AND FIVE, TEN AND TWENTY-FIVE CENT LEADERS.

Patronize BOSTON Offices

THE TAJIMI CO.,

BOSTON SAMPLEROOMS,

41 PEARL STREET, CORNER FRANKLIN.

Kept open each business day in the year for the convenience of New England buyers.

Come and see the line.

Sincerely yours,

W. M. PINGREE.
MISS MAY KEEGAN.
M. A. FULLER.

Chase & Francis

MANUFACTURERS' AGENTS

POTTERS' CO-OPERATIVE CO.
AND
D. E. McNICOL POTTERY CO.

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MACBETH-EVANS GLASS CO., Blown Tumblers.

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in Bulk, Car Loads or Package Shipments

122 Pearl Street, Boston, Mass.

Mitchell, Woodbury Co.

556, 558, 560 Atlantic Ave.
Corner Congress St.

BOSTON, MASS.

United States Glass Co.

Blown — Pressed
Cut — Decorated

NEW ENGLAND
SALESROOMS

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Telephone, Main 2623

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105 Federal Street, Boston

New England Agent

Fostoria Glass Co.

Blown Glassware in all the Latest Designs
Pressed Glassware
American Reproductions of Austrian Glass
Sterling Silver Deposit Ware
Decorated Lamps

JOHN J. REED & SON

220 Devonshire St., Boston, Mass

REPRESENTING . . .

Liberty Cut Glass Works
Corona Cut Glass Co.
John N. Illig, Cut Glass
Ripley & Co., Pressed and Blown Glass
Forsyth Metal Goods Co.
Abels & Co., Easels.
U. S. Glass Co., Lighting Goods

"Guernseyware"

HIGHEST GRADE PORCELAIN.

"Yes; That's Right!"

THERE is no question about it—*"Guernseyware"* has won out—by manufacturing but one quality – the very best in *Cooking and Serving Dishes.* All the products of this factory are of the highest grade, one grade only, and of uniform production.

Pyrometer System of firing in all kilns, uniform temperature throughout each kiln's burning and finishing.

A uniform *Leadless Glaze* covers each piece of *"Guernseyware," Porcelain or Earthen.*

Porcelainware fire-finished at *2,600 degrees Fahrenheit*—same firing and batch, both *body and glaze,* that make our *Chemical Laboratory Porcelainware.*

Earthenware, brown outside with a hard porcelain white lining inside, fire finish at *2,400 degrees Fahrenheit.*

Each line has its individuality, with a *Standard of Production,* and our *guarantee* for the *best service* to give the results that you are looking for.

We recognize no superior in *variety of shapes or quality of production* in either *Porcelain or Earthen Cooking and Serving Dishes.*

Have you received our new CATALOGUE No. 1003—a hundred pages—out SEPTEMBER 1, 1915? Be glad to mail you one. Shows the complete "Guernseyware" Lines—EARTHEN, Brown-White, plain and decorated; PORCELAIN, Ivory White, Brown Betty and Olive Green, plain and decorated.

Wishing you a Prosperous Year and thanking you for past kindness.

Not at Pittsburgh this year. Our men will be on their territories.

The Guernsey Earthenware Company

CHARLES L. CASEY,

CAMBRIDGE, OHIO.

NEW YORK CITY:
Bates & Ledden, 16 West 23d St.

PACIFIC COAST:
Himmelstern Bros., 718 Mission St., San Francisco

Annual Meeting and Banquet of the Cut Glass Men.

AT the annual meeting of the National Association of Cut Glass Manufacturers, on Thursday, December 9, at the Hotel Imperial, this city, the first matter taken up was the election of officers.

President Homer D. Carey was re-elected, as were also J. E. Marsden, first vice president; Chas. H. Taylor, second vice-president; T. P. Strittmater, treasurer, and A. L. Blackmer, secretary.

The following directors were elected:

Frank Steinman, G. Wm. Sell, R. W. Murphy, Wm. F. Dorflinger, O. S. Atterholt, Chas. G. Tuthill, J. Howard Fry, J. W. Robinson, T. B Clarke, Fred. R. Fish, F. L. Morecroft and J. H. Herrfeldt.

Frank Steinman and G. Wm. Sell were selected to act with the principal officers of the Association to constitute the Executive Board.

Wm. F. Dorflinger, H. C. Fry and C. H. Taylor were appointed a Publicity Committee to stimulate a demand for cut glass.

It was decided to hold a semi-annual meeting at Atlantic City in the middle part of August, the date to be settled later.

Two addresses of special interest were made—one by H. C. Fry, who spoke on the "Potash Situation," and another by Wm. F. Dorflinger, whose subject was "Things Every Glass Manufacturer Should Know."

The social side of the organization was very agreeably brought into prominence by a banquet in the evening. The Palm Room of the hotel made a pretty setting, and the gowns of the ladies present gave a touch of color that added to the beauty of the scene.

The diners sat down at 7:30 to the following menu:

Blue Points

Potage Excelsior

Tenderloin of Sea Bass, Joinville

Sweetbreads Lucullus

Potatoes Lovette Peas a la Francaise

Sorbet Favorite

Broiled Spring Chicken on Toast

Salad Porto Rico

Biscuit Glace Nesselrode Petit Fours

Demi-tasse

Those present were:

Wm. Albert	W. D. Finke
F. H. Taylor	John E. Krantz
H. R. Luekock	Wm. R. Claflin
Frank T. Beck	A. R. Engelmann
J. H. Stant	Dr. H B. Ely
Emil F. Kupfer	G. Wm. Sell
Chas. P. Schuller	Chas. O. Kiefer
Howard Wilkens	Miss Olvetta Thompson
J. J. McKanna	N. G. Goetz
J. E. Burns	Miss A. Giller
W. E. Corcoran	Edw. J. Kiefer
Jas. Long	Miss Irene C. Stoll
M. J. Kelly	R. A. May
D. C. Tracy	J. P. O'Shea
H. A. Diehl	J. L. Summers
J. J. Niland	L. E. Hall
C. E. Kimble	S. R. Henderson
J. H. Herrfeldt	H. C. Fry
Chas. Becker	G. W. Thompson
A. V. Ansel	Wm. F. Dorflinger
Thomas Skinner	E. H. Bennett
Frank Steinman	Mrs. Bennett
O. S. Atterholt	J. F. Tuthill
Henry J. Sage	Mrs. Tuthill
J. Howard Fry	Arthur L. Blackmer
J. E. Marsden	Thomas Fleming Walsh
Donald Frothingham	Miss Lida Peckham
C. H. Taylor	F. C. Demarest
Mrs. Taylor	T. P. Strittmater
H. D. Carey	Leo. Himmelstern
Fred C. Backus	F. L. Morecroft
E. E. Ling	

The first speaker of the evening, Ernest E. Ling, manager of the Foreign Trade Department of the National City Bank, was introduced by Toastmaster Chas. H. Taylor, who prefaced the introduction with a timely address touching upon foreign trade. Mr. Ling's subject was "Conditions As I Found Them In South America" and his talk proved of unusual interest to the cut glass men, many of whom are now making a bid for export business. He spoke of the wonderful opportunities the foreign trade presented, but said it was necessary to have a man right on the ground who thoroughly understood conditions. In each country there were different laws, ideals and customs, which consequently called for different methods of dealing with them. He said there was no royal road to foreign trade. It had to be gained in the same way as the domestic. Merchants should first make a thorough study of the foreign trade, and if they are not fitted for it should stay out of it. In other words, they should go in earnestly; not simply for a catch order or two.

Donald Frothingham, manager of the Foreign Trade Information Bureau of the American Express Co., also spoke on foreign trade. He said that, contrary to popular belief, foreign trade was not mysterious. The selling game is the same the world over; only the stage setting is different. What is needed is a real American salesman who knows his line thoroughly, backed up by quality that will stand up in an argument. He said that whatever deficiencies this country might have, its salesmen know more about selling than any others in the world.

Thos. Fleming Walsh, attorney for the National Jewelers' Board of Trade, and also recently appointed attorney for the Association, caused considerable amusement by a humorous address in which he remarked that the two gentlemen preceding him had pictured the foreign field in such a flowery manner that he did not see how the lawyer had a chance, and thought it rather unfair competition.

J. Howard Fry said he thought the export field offered excellent possibilities. His concern already did considerable export business through the New York exporters, and was going to reach out and try to do more.

Arthur L. Blackmer said he thought the cut glass industry could well profit by foreign business, but it was necessary to be thoroughly acquainted in the matter of credits, shipping, packing, etc. In getting this business manufacturers should make a nice profit on their products or stay out.

Vice-president J. E. Marsden said: "There is lots of good business to be obtained right here at home if the manufacturer will go after it in the right way. Development is easier at home. If you can't develop your business here, how can you do it in foreign countries, where you are not familiar with conditions? There is a tremendous market here in our vast, growing country. All it needs is the right development. Talk cut glass; educate the consumer to think that it's the proper thing; do not sit back and let the silverware manufacturer get ahead of you. Use the trade papers and every means at your disposal for the purpose. Keep up prices. I, for one, am either going to make money out of the business or get out of it."

H. C. Fry, when called upon, begged to be excused on account of the lateness of the hour, as did also Wm. F. Dorflinger.

After a few remarks about the benefits of the Association to its members and the trade generally, President Homer D. Carey called on the representatives of the trade papers present to say something.

Then came the stroke of midnight, and with it the close of one of the most enjoyable affairs the Association has ever given.

THERE is nearing completion in Pittsburgh, under the direction of James B. McDowell, the largest reflecting telescope mirror ever made. It is seventy-two inches in diameter, and weighs two and a quarter tons, with a focal length of thirty feet.

A LITTLE SERMON ON GLASS.

GLASS is as perishable as a woman's reputation. Neither of the two can be patched. This is probably the reason why in the order of choice of articles on which man indulges his love of luxury glass is one of the last. He will have a house palatial, an Italian garden, yachts, cars, silver, table linen, china; he will buy for his wife and daughter jewels and furs; he will buy roast guinea hen, wine and theater tickets for other men's wives and daughters, and still be satisfied to drink from a five-cent goblet. It is understood that orchids fade the day following their purchase and service as decoration, that gowns will be out of style next week; but it is expected of glassware that it can be handed from one generation to the next as an heirloom. It disappoints those who have this expectation often. It is perverse in being.

Crystal is a synonym for clear, brilliant, pure glass, but crystallography does not admit this material to its domain. It is not crystalline in structure, and may be best defined as a congealed liquid. One can look into it and through it without getting a hint of its composition, and there are as many recipes for making glass as for French salad dressing. Every Oscar in the glass business keeps his recipes a secret; therefore it is not generally known that most glass is made by the same formula. If an inventor of a new batch mixture of glass wishes to reserve the use of his invention for his own benefit he publishes the formula in the trade papers and in a book. Then nobody uses it for fear that somebody else will do the same thing.

Glass has the distinction of being a thing to which no reference is made in the Bible, as far as I have read it. If glass beads existed in the Garden of Eden, Eve would have had them around her neck before she thought of petticoats made of leaves; but none of her many portraits show such ornaments. David's invention of the slingshot antedates the use of window panes; but the antiquity of glass is generally admitted, nevertheless.

An Egyptian relief shows some men attired like a Winter Garden chorus doing some antics archaeologists interpret as glass-blowing. They maye be right. Who doubts the antiquity of glass should visit an antique shop uptown or a department store in which a section is devoted to specimens of ancient craftsmanship and he will see the nursing bottle of Abel and Cain, the demijohn Noah carried in the ark, and the non-refillable bottles of Colonial days. This does not exhaust the periods of which rare examples are shown, and antique glass of any periods between or before those mentioned will be made to order.

The department store buyer is resourceful. He travels through, over, under and along the firing lines in Eu-

rope in search of goods without difficulty. Hardships, thrilling incidents and narrow escapes from firing squads are left to the maker of magazine literature. They do not exist for the American buyer of either sex. And that is as it should be. Exciting narrative is the war correspondent's stock in trade, but we expect the goods of the European buyer. He gets them, war or no war, if he has to go as far as Pittsburgh for them.

The art of cutting glass is applied mostly to its price. Therefore its practice is often exhibited in stores where experts in this line are employed.

No other material can boast of having been put to such a variety of uses as the subject of this article. From the glass slipper to the fairy tale to shrapnel filler of the present time it has been employed, or was proposed to be employed, for dress goods, furniture, railroad ties, toys, the glassy stare, building blocks, cooking utensils—and it has been used extensively in the manufacture of drinking glasses before the paper manufacturers got a pull with the legislatures and the latter passed laws enforcing the use of pasteboard cones to drink from.

Moral: If you want to get rick quick, young man, stay out of the glass business.

A PICTURESQUE CAREER.

DROPPING into our office on Monday, Warne S. Creveling, who has come off the road to spend the holidays at his home in this city, became reminiscent, and told the story of his life.

In 1867 he started his business career with his father, who was of the firm of Creveling & Garrison, 48 Barclay street, at $2 per week. On the dissolution of that firm he went with George W. Bassett, where he remained for five years. His next connection was with Wood, Cahoone & Co., but he eventually returned to Bassett's and stayed until 1892, when he became associated with R. J. Allen & Co., Philadelphia, at a salary of $5,000 a year. He had charge of the New York branch and general supervision of the traveling forces of both the home and New York offices. While here he made several buying trips to Europe.

When R. J. Allen & Co. failed he went on the road for Chas. Ahrenfeldt and carried as a side line samples from Meakin & Ridgway. While representing these two lines he drew $16,000—probably the largest amount ever paid to any traveling crockery salesman.

On one of his trips he called on Cowell & Hubbard, Cleveland, but Mr. Hubbard would not look at his samples, as he had engaged passage to Europe, where he intended buying everything he needed. Mr. Creveling told him that he could save money by putting the business into his hands, and after a long conversation Mr. Hubbard cancelled his European trip and Mr. Creveling booked an order for $20,000 worth of goods.

Mr. Creveling made so much money that for a while he retired, but became restive after a time and dabbled in stocks, operating through his cousin, John W. Gates. For a while he was successful, but, like all amateurs who play Wall street, was soon plucked.

Out of employment and with little or no money, he strolled into Loeser's, Brooklyn, just before Christmas and asked for a job. George Anthony, the buyer, did not think at first that he was in earnest, but finally told him that if he chose to go into the lamp department he



WARNE S. CREVELING.

would give him an opportunity to close out a lot of lamps that he had bought for exhibition purposes. The regular wage on that floor was $12 a week, but Mr. Anthony agreed to pay Mr. Creveling $14, with an additional dollar for every lamp he sold. These lamps were marked $150 each, but he was allowed to cut the price to $75. In less than an hour he sold three, and before the week was out he had disposed of six. Then he went on the road for the Linford Glass Co. for a few months.

His next venture was with Clarence Marter, who represented the Taylor, Smith & Taylor Co. While with Marter he sold the Philadelphia "Inquirer" $260,000 worth of short dinner sets, and followed this with a sale to Sperry & Hutchinson amounting to $70,000.

He then engaged with the Guernsey Earthenware Co., with whom he has now been over fifteen years, with two interruptions, and with whom he will probably remain indefinitely.

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, DEC. 16, 1915.

EXTRA numbers of this issue—price 25 cents—may be obtained on application.

WE believe the readers of the CROCKERY AND GLASS JOURNAL will share the satisfaction which we feel in the present issue. In this edition we print upwards of 141 pages of advertising matter, offering to our subscribers a valuable fund of information and opportunity. It may be added that the circulation of the CROCKERY AND GLASS JOURNAL is larger than at any previous period in its history, and is growing weekly.

WAKE UP, MR. CUT GLASS MAN!

THE burden of most of the speeches at the recent banquet of the National Association of Cut Glass Manufacturers was foreign trade, and many were the arguments in favor of the manufacturers trying for a share of it. It came, therefore, as somewhat of a shock when one of the Association's prominent members, and also one of the most prosperous, took the opposite stand, advocating sticking strictly to home trade. "How can you hope to succeed in a foreign country, where you are not familiar with conditions, if you cannot develop your business at home?" he asked.

Coming, as it did, from a manufacturer who has "made good" in the home market, the question certainly set the diners thinking.

There is no reason in the world why cut glass should lose prestige because the market happens to be flooded with a cheap product turned out to a great extent by what may be termed "hand-to-mouth" manufacturers. A fine piece of cut glass should be, and is, an article of artistic merit, just as much as a fine painting or a richly-carved piece of ivory. Are there not imitations of these, and almost everything else of any value, on the market?

It is strictly up to the manufacturer of fine wares whether cut glass lives or dies. There have been far greater obstacles overcome by manufacturers in other lines, who have fought against greater odds than this situation presents. But united action is necessary to accomplish the desired results.

One of the first necessities is to educate consumers as to the difference between good cut glass and the inferior product—tell them why the cheaper product can be turned out at such ridiculous prices. Let quality be your aim in manufacturing; talk quality constantly in selling your goods; advertise quality in the trade journals; use every means at your command to enforce the idea of quality. Thus, and thus only, will cut glass be restored to its rightful position in the realm of things artistic.

JAPAN'S OPPORTUNITY.

JAPAN is reaping a harvest in china orders on account of the war, and is going to reap a bigger one next year if the conflict continues. Maybe she will establish a trade which will last an indefinite period, for the people of the British Empire are in no mood to buy goods made in the Kaiser's domains.

Whether the Japanese deserve the title of "peculiar people" or not, they are progressive, shrewd, good merchants, and alive to the needs of the hour.

In the pottery trade they have a wonderful reputation for their characteristic products. As artists they are unquestioned, and as imitators and copyists unrivalled. They can reproduce with an exactness that is little short of marvelous. They have been quick to see that for commercial purposes they must make dinnerware in European and American fashions, change their bodies and glazes, and use decorations suitable to the wants of the outside world.

They began with the decorations. But European designs and Japanese porcelain did not seem to fit one another. They soon discovered the incongruity, and turned their attention to the body. There was no trouble about making European decorations. Their money would buy English and German transfers, and they could copy brush work to a nicety. There was difficulty in getting a proper white body. But they have succeeded in doing it, and now have a china that is about the same grade as the best Austrian ware, and are getting on towards both French and English. The ware now produced bears evidence of being in a measure bone china, or, at any rate, of having bone in it.

Their weakest point is in the gold they use. Japanese gold is Japanese gold. It is unmistakable, and



Cut Stars on Matt Background

At C. Dorflinger & Sons

rands their ware as plainly as if the word "Japan" vas written on its face. They undoubtedly will change his, just as step by step they have advanced in other irections. They are cognizant of the difference between their gold and ours, and it is only a question of ime when they will adopt the European metal.

Japanese china is going to be a bigger factor in the rockery trade than ever. During the past few months apan has been visited in numbers by buyers from the Jnited States, Australia, New Zealand, and the varius countries of South America, who have placed large rders. Germany has been the means of creating a demand from a rival. She has given an opening to a ompetitor who was strong before and is getting tronger; who has been quick to seize the opportunity, nd who will from this time forth be a thorn in her ommercial flesh.

PERSONAL.

KNOWN as an expert salesman, and years ago as a star buyer, E. W. Hammond has the further reputation of possessing a placid disposition. But quiet people when roused are apt to be strenuous. His furnace not working properly one night this week, Mr. Hammond discovered that the furnace man had neglected his duties, the pot being full of ashes and the fire clogged. Remonstrance brought abuse from the man, and then without warning a blow on Hammond's eye. In about fifteen seconds he furnace man was down and out.

⚜

E. L. Bates leaves next Wednesday for Boston to spend the Christmas holidays at the home of his laughter.

⚜

Jas. B. Boote returned last Friday from a two weeks' hunting trip in North Carolina. A fine lot of quail, rabbits and ducks were bagged, although the amount did not quite come up to the record made by his father, Edw. Boote, on a recent forage in the same State.

⚜

A. R. von Colson, who was recently engaged by he Weintraub Brass Mfg. Co. to travel the territory hrough the South which he formerly made for the J. D. Bergen Co., returned last Friday from his initial rip for the concern very much delighted with the reception accorded him all along the line.

⚜

Leo. Himmelstern, of Himmelstern Bros., San Francisco, arrived in town last Thursday in time to attend the dinner of the National Association of Cut Glass Manufacturers, and this week is making the rounds of he local market. Mr. Himmelstern announces that his concern will open an office and salesroom in Seattle the irst of the year, in charge of Jos. Brunner, formerly manager of the Pacific Coast branch of Bawo & Dotter. While here Mr. Himmelstern is making his headquarters at the Hotel Astor.

⚜

A. H. Ledden left Sunday night to attend the Buffalo Pottery's yearly conference with its agents.

⚜

Ed. Craig, manager of the New York office of the United States Glass Co., accompanied by Mrs. Craig, will go to Pittsburgh next week to spend Christmas with relatives.

⚜

E. L. Torbert, general manager, accompanied by Wm. Huber, sales manager, of the Onondaga Pottery Co., Syracuse, N. Y. were visitors in New York on Friday and Saturday of last week.

⚜

Horace C. Gray informs us that since writing the copy for the concern's advertisement in this issue they have decided to discontinue the lines of the Lancaster Glass Co. and the Jos. Phillips Glass Co.

⚜

J. P. Judge, of the Crooksville China Co., came to New York after the convention in Washington to confer with H. Benedikt, New York representative of the concern.

⚜

Will T. Hedges, vice-president and director of the sales department of the American Stamping and Enameling Co., Bellaire, O., has resigned, and the report is current that he will be the head of a new company now being formed to manufacture enameled ware at Wheeling, W. Va.

⚜

A. L. Brunn, traveling salesman for the Consolidated Lamp and Glass Co., was at the New York office last week.

⚜

Chas. Reizenstein, of Chas. Reizenstein & Sons, Pittsburgh, paid a brief visit to New York on Friday of last week.

⚜

A. P. Doctor announces that beginning January 1 he will represent the line of the Wheeling (W. Va.) Decorating Co. in addition to those of the Central Glass Works and the Camden City Cut Glass Co.

⚜

Robert Hall, of the Hall China Co., East Liverpool, was in New York on Friday and Saturday of last week.

⚜

An important change will take place at the New York office of the J. D. Bergen Co. the first of the year, when Wm. M. Abel, who has hitherto covered Middle West and Eastern territory for the concern, will assume charge as manager. He will still take care of his road

trade, making short trips from time to time to the principal cities in his territory.

⚜

Geo. R. West, head of the Westmoreland Specialty Co., is spending this week in town conferring with the Horace C. Gray Co. regarding new lines to be introduced to the trade shortly,

⚜

W. H. Phllips, of the Smith-Phillips China Co., East Liverpool, visited the city last Friday and left for home on Monday.

⚜

Frank P. Judge, Jr., assistant secretary of the National China Co., Salineville, O., was a visitor at the salesroom of H. Benedikt on Friday and Saturday of last week.

⚜

H. Benedikt has been appointed New York representative for the Elite Glass Works, Bellaire, O.

⚜

J. J. Hines, who has been on the road for the past two months, came home this week very much elated over the improvement in business.

⚜

The appointment of Oscar S. Straus as chairman of the Civil Service Commission gives universal satisfaction.

⚜

Arthur J. Bennett, of the Cambridge (O.) Glass Co., who had been spending several days here, left for home on Saturday.

⚜

In addition to having the line of the Lancaster Glass Co. for export, the company has now appointed Frederick Skelton representative for the concern in the local market.

⚜

Lawrence Kinet, export manager for the United States Glass Co., leaves the middle of next week to spend the Christmas holidays at his home at Morgantown, W. Va.

⚜

H. J. Smith, New England traveler for Cox & Lafferty, expects to leave on Saturday for his home at Johnstown, N. Y., to spend Christmas.

⚜

A. J. Takito, of Takito, Ogawa & Co., arrived here from Chicago on Monday. He was very much pleased with the company's new quarters.

⚜

W. F. Ellisson, with Geo. F. Bassett & Co., came home this week more than satisfied with his sales.

⚜

Herman C. Kupper has called in his traveling force for the season. Leonard Stock came back from a record-breaking trip; A. Weber says his was the best he ever had; and E. W. Schultz, who has the Southern territory, did much better than he expected.

⚜

Jas. J. Temple, manager for L. Bernardaud & Co., who has been on an extended trip, arrived home on Tuesday.

⚜

J. J. McKanna, of the McKanna Cut Glass Co., after attending the dinner of the cut glass men spent the balance of the week here.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 14, 1915.

LIVERPOOL

19	packages	earthenware	L A Consmiller
19	"	"	Maddock & Miller
1	"	"	New York Produce Exchange Bank
44	"	"	W S Pitcairn
3	"	chinaware	W H Plummer & Co
8	"	"	T S Todd & Co

HAVRE

100	packages	chinaware	Haviland & Co
5	"	glassware	F Bing & Co
4	"	"	L D Bloch & Co

ROTTERDAM

1,946	packages	toys	F W Woolworth & Co
13	"	"	Adams Express Co
14	"	"	F A O Schwarz
25	"	"	Selchow & Righter Co
83	"	"	B Shackman & Co
44	"	"	Strobel & Wilken Co
159	"	"	Abraham & Straus
17	"	earthenware	Strobel & Wilken Co
21	"	"	Koscherak Bros
35	"	"	Butler Bros
42	"	"	L A Consmiller
50	"	"	G M Thurnauer & Co
6	"	glassware	G Collamore & Co

BORDEAUX

5	packages	glassware	Sussfeld, Lorsch & Co
15	"	"	Cie Morana
1	"	"	Isaacs, Vought & Co
4	"	"	A Murphy & Co
3	"	chinaware	Davis, Collamore & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

29	packages	earthenware	Jones, McDuffee & Stratton Co
40	"	"	American Express Co
6	"	"	Mitchell, Woodbury Co
3	"	"	Richard Briggs & Co
1	"	"	New York Produce Exchange Bank
14	"	"	Miscellaneous Orders

MANSHESTER

118	packages	earthenware	F W Webb Mfg Co

ROTTERDAM

1	package	earthenware	R F Downing & Co
43	"	"	F W Woolworth & Co
37	"	"	L Wolf & Co
4	"	"	Geo Borgfeldt & Co

Eating on the Road.

A GROUP of traveling men were complaining of the expenses at hotels. Said one: "My firm is very liberal; never asks for itemized bills of expenses; but it makes me sore to have to spend its money as I do. It costs me more for my room now under the European plan than it formerly did for both room and meals."

This reminded the writer of some of his own experiences, and one in particular: He had been going to one hotel for many years where his favorite room with board had cost $3 a day, and on arriving there late one night was duly shown to the room he usually occupied. Coming down to breakfast the next morning, he was conducted to a table in the dining room, where the waiter pulled back the chair, opened and handed the guest a napkin, filled a glass with water and presented the bill of fare. Under the heading "Fruits" was "Malaga grapes, twenty-five cents." It was the grape season, and the guest asked for native fruit. The waiter thought he might be able to get some, and went to see. When he returned he said they could be had,



"The waiter thought he might be able to get some."

but would be the same price as the foreign, notwithstanding the fact that at that very moment a huckster outside was selling Concords at ten cents a basket.

The menu announced that a small steak cost $1.25; fried potatoes, twenty cents; pot of coffee, fifteen cents.

The guest rose from the table saying that he guessed he had wandered into the wrong place. If



"Caution born of experience caused him to ask for a bill of fare."

there was any charge for a sip of water and the use of the napkin he was willing to pay.

"Why don't you try the grill, sir?"

"Where is it?"

"Down the hall, sir."

Caution born of experience caused the guest to ask for a bill of fare before he sat down. He was handed one with the caption "Club Breakfasts." One of the latter read: "Fruit, cereal, steak, fried potatoes, rolls and coffee, seventy-five cents."

Cooked in the same kitchen and served as well as anybody could ask.

In the other room this would have cost $2.35 without the tip.

On leaving he paid $3 for his room without board.

On another occasion the writer registered at a hotel in the early morning, and, having traveled all night, was hungry for breakfast. Remembering that

on a previous trip he had enjoyed some particularly good lamb chops at that place, his mind was made up as to what he would eat. Without looking at the bill



"Arriving there late one night."

of fare he ordered half a grape fruit, lamp chops, hashed brown potatoes, coffee and rolls. The bill was $1.60, which, with the tip of twenty-five cents, made a rather expensive breakfast for a poor traveling man. The same meal a few months before had cost about half that.

Once when the traveler was making a trip from Chicago to Detroit he thought he would like a sandwich and a cup of tea, and entering the dining car he told the waiter to bring them.

"We don't serve sandwiches," said the darkey, and rather brusquely shoved a bill of fare on the table. Looking it over, the traveler saw: "Bread and butter, ten cents;" "cup of tea, ten cents."



"We don't serve sandwiches," said the darkey.

"Bring bread and butter and tea!" he requested.

When the bill came it was for thirty cents.

When asked "Why thirty cents?" when the menu called for twenty, the waiter replied: "Because we don't serve bread and butter, except with other things, at that price."

BOSTON BUSINESS NOTES.

NEVER before has the holiday rush of shoppers been equal to its present proportions. Last Saturday's crowd was the biggest ever for the corresponding date. Of course, all this business at retail has had its effect in the stimulation of orders with the wholesale houses.

The United States Circuit Court of Appeals has denied the claim of William Filene's Sons Co. for about $250,000 against he receivers of the Butler Stores. The claim was based on a lease of the old Filene buildings, corner of Washington and Winter streets.

George R. West, president of the Westmoreland Specialty Co., Grapeville, Pa., was in town Thursday to visit the H. P. & H. F. Hunt Co., the concern's representatives in New England.

Mr. Steel, of the Steel Furniture Co., Derry, N. H., was here placing orders for his new lamp department.

W. R. Amidon and Harry Guest expect to move into their new sample rooms at the corner of Franklin and Oliver streets next week.

A. L. McMullin has moved into room 316 in the Federal street building.

Sixteen members of the trade gathered at the Boston City Club the other night and enjoyed a fine dinner—Frank A. Smith, buyer for Gilchrist Co.; Robert W. Corey and Frank Biggins, traveling men for Mitchell, Woodbury Co.; Harry H. Lewis, from the Pittsburgh Lamp, Brass and Glass Co.; Joseph L. Pindar, of Chase & Francis, Fred L. Erocoline and L. B. Titus, from Bigelow & Dowse; G. Lessing, assistant buyer for R. H. White Co.; Arthur T. Otis, with Republic Metal Ware Co.; H. B. Clark and H. B. Teague, with Edward Miller Co.; Clifford Hill and Charles Anderson, with Whittier Woodenware Co.; John Miller Muir, of Homer Bros. & Muir Co.; H. J. Smith, New England representative of Cox & Lafferty, and William R. Claflin, who acted as toastmaster. After the dinner the party, at the invitation of Mr. Claflin, went to the armory of the Lancers and enjoyed the annual smoker of the organization.

A. S. Moore has arrived at Morimura Bros.' sample rooms with the import samples for 1916 fall trade. Charles Kaiser will be here right after Christmas to take charge of the display.


Jefferson
C HIPPENDALE
KRYS-TOL
Pride of possession of beautiful table glassware makes every woman want Jefferson products immediately she sees them. Wide variety of exclusive designs in Jefferson Quality flawless glass. Write for full information. Our Co-operative Department will assist you to make a big success with Jefferson glassware.
The Jefferson Glass Company

THE SMITH-PHILLIPS CHINA COMPANY

—and then came the question of deliveries. Let us show you that we are delivering the goods and have been doing it all fall. . .

THE SMITH-PHILLIPS CHINA COMPANY

EAST LIVERPOOL, OHIO.



PREPARE FOR 1916.

WE shall have ready for you early in January our complete display of new samples, comprising, amongst other artistic features, Powder Blue and China Lustres, Embossed Queen's Ware in great variety of treatment, several entirely new designs of Queen's Ware Dinner Ware, and a strong line of Webb Rock Crystal.

JOSIAH WEDGWOOD & SONS, Ltd.,

133 Fifth Ave., corner 20th St., New York.

Sole Representative,
KENNARD L. WEDGWOOD.

The Rapid Fire Sanitary Egg Beater

Sanitary Kitchen Specialties in Glass

Quart Measuring Pitcher.
Pepper Jars, Aluminum Tops.
Salt Jars, Aluminum Tops.
Soda Jars, Aluminum Tops.
All-Spice Jars, Aluminum Tops.
Cereal Jars, Aluminum Tops.
Coffee Jars, Aluminum Tops.
Tea Jars, Aluminum Tops.
Measuring Cream and Cups.
Egg Beaters.
Six different Lemon Reamers.
Butter Jars, with Covers.
Glass Rolling Pin.
Fancy Jelly Molds.
Extract Measuring Glass.

Ask for illustrations and prices.

SURPASSES ALL OTHERS IN SPEED AND EFFICIENCY

An Indispensable Utensil for any- and everything which requires mixing and whipping.



Materials prepared with it produce delightful results, making heavy cake impossible.

PATENT APPLIED FOR

EVERY PAINSTAKING and BUSY HOUSEWIFE REQUIRES THIS FIFTEEN SECOND "RAPID FIRE" EGG BEATER

Branch Offices and Sampl Rooms

Chicago, 30 E. Randolph St.
St. Louis, 325 Locust St.
Kansas City, 436 Ridge Bldg.
Omaha, New Woodmen Bldg.
Baltimore, 21 N. Liberty St.
Philadelphia, 1007 Filbert St.
New York, Room 200, 5th Ave Bldg.
Boston, 157 Summer St.
Buffalo, 523 Main St.
Cleveland, 331 The Arcade.
Louisville, 1008 Starks Bldg.
Export, New York, 50 Park Place

Three new patterns for 1916—two imitation cut, known as No. 157 and No. 158, and one plain, known as No. 159.

Also a new complete line of fancy decorated vases of artistic designs and rare coloring.



157. 10-IN. BERRY BOWL



158. COVERED BUTTER DISH

At Room No. 708, Ft. Pitt Hotel, Pittsburgh, during annual January Display

INDIANA GLASS COMPANY

DUNKIRK, INDIANA, U. S. A.

23 WEST 23d
NEW YORK CITY ST.

E. W. Hammond Co., Inc.

SPECIALS
KNOWLES, TAYLOR & KNOWLES CO.
Also Cut Glass, Trays and Cooking Ware

M. Hirsch . . .

SPECIALS
Metalware, Casseroles, Percolators
Chafing Dishes, Hot Water Plates, &c.
Made by Buffalo Mfg. Co.

H. Kashins Co. .

SPECIALS
Cut Glass

J. V. Bergen . .

SPECIALS
Mahogany Goods, Candlesticks
Portables, Nut Bowls and Lamps

Call! That's All!

The above Lines will be displayed at

Fort Pitt Hotel, Room 790, Pittsburg, Pa.

During January, 1916

1916 Samples Ready.



THE

Taylor, Smith & Taylor Co.,

POTTERS,

East Liverpool, Ohio,

Announce they have the largest number of patterns they have ever displayed, and in designs entirely original.

DISPLAYS AT . . . . .

POTTERY, East Liverpool, O.

CECIL E TAYLOR, Fort Pitt, Pittsburgh, January.

WM. G. JACKSON, Palmer House, Chicago, February.

WM C. LYNCH, Imperial Hotel, New York, February (entire month)
32d St. and Broadway.

YOUR INSPECTION INVITED. PROMPT DELIVERIES.

Geo. L. Ashworth & Bros.,

HANLEY, ENGLAND.



Fine old fashioned dinnerware shapes and patterns in prints; also high color effects. Octagon Salad Sets, Rail Plates, Hotel Ware, etc.



Crown Staffordshire Porcelain Co.,

FENTON, ENGLAND.



High-Grade Bone China in exclusive designs at moderate prices. Dinnerware, Teaware, Vases, Wicker China Baskets—the famous Powder Blue color in unique effects.





Lovatt & Lovatt,

LANGLEY MILL, ENGLAND.

Original makers of LANGLEY WARE—Vitreous Teapots, Hot Water Jugs, Coffee Pots, and a complete line of Vitreous Cooking ware articles in decorated as well as plain colors.

AMERICAN AGENT:

HUGH C. EDMISTON

Now at 43 West Fourth Street, New York.

AFTER JANUARY 31 AT 129 AND 131 FIFTH AVENUE.

Dohrmann Commercial Company

SAN FRANCISCO KOBE, JAPAN NEW YORK

Announce the opening of their permanent Sample Room and Buying Office at

Eighty-five Fifth Avenue, Corner Sixteenth

SEVENTH FLOOR, NEW YORK

where will be found an exclusive and different line of ORIENTAL goods of their own creation. For direct import only.

Bronze Vases
Bronze Lamp Bases
Silk Lamp Shades
Cloth of Gold Brocades
Silk Brocades
Flower Holders

These products while made in the ORIENT are made from **"DOHRMANN"** ideas and bear no other identity with ORIENTAL lines heretofore shown

Pottery Vases
Pottery Flower Bowls
Pottery Lamp Bases
Porcelains
Art Objects
Woodenware

ALL NEW AND EXCLUSIVE NOW READY FOR INSPECTION

FOR IMPORT SEASON "1916"

Dohrmann Commercial Company

SAN FRANCISCO NEW YORK KOBE, JAPAN

Eighty-five Fifth Avenue at Sixteenth Street, Seventh Floor

Do Not Fail To Visit Us In New York



How to Become a Good Salesman.

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ANY man who will may become a good salesman. This is true, but it is not an easy thing to become a good salesman. Just how to make known what good salesmanship is, would be a heavy task, but it may be taken for granted that a good salesman is among the "topnotchers."

Salesmanship is a profession. It can be learned just about as easily as law, medicine, or any of the other professions, and it cannot be learned any easier. Like any other profession it requires persistent and arduous application to master it, and to keep posted in its newest phases and developments.

The modern method of doing business and the development of the large store are to a certain extent responsible for the large number of incompetent salesmen who are behind the counters of our retail establishments. The merchant, or buyer, places his merchandise upon his shelves and employs men, not to sell goods, but to show them, to deliver them and receive the money the customer is required to pay. And some of them are not even competent to do that.

These men are paid to be agreeable and polite; to dress in a manner befitting the establishment; to make friends for the store by their affability. The wares, or the prices placed upon them, are expected to effect the sales.

That any of these men become first class salesmen is due to their own ambition and zeal rather than to any system employed by the merchants to make them so.

On the other hand, many of the so-called salesmen are getting their education in the smaller stores under men who have no aptitude or ability to instruct properly the apprentices under them.

The man who wants to become a good salesman must do so by his own efforts. If he is ambitious and willing to give the time to the study he may succeed in spite of all things that combine against his success. It all depends upon his own endeavors.

It is impossible for a man to become a good salesman in a few weeks time. He must devote several years to the study of salesmanship to be able to get to the top. The doctor and the lawyer have to put in many years of study before we will allow them to practice at all. Unfortunately there has not been until the last year or two, much chance for a man to take a college course in salesmanship or business. The larger colleges have just begun to realize that the merchant and salesman require a different kind of educational training to that of the professional man.

There are three things a man must know before he can become a good salesman. These are: himself, his wares and his customers.

First of all he must study himself. Very few men know themselves although most men think they do. They do not.

To become a successful salesman he must be able to govern his thoughts and control his actions. He must make a good impression on his customer, and he cannot do this if in any way his actions create in the mind of the customer the slightest degree of antagonism.

He must study his appearance and make it pleasing. He must study the very expressions of his face. He must be a consummate actor in that respect. He must be able to assume all the appearances of surprise, pain, joy, sympathy, respect and a host of other emotions.

He must be able to hide all the emotions that rise up within his own breast, and even become so stoical that these sensations have no effect upon his own mind.

He must be able to concentrate his thoughts upon the thing in hand. He must be able at will to exclude all other thoughts from his mind. If his thoughts are allowed to dwell upon outside subjects his magnetic force is divided and becomes greatly lessened in power if not negative in effect.

He must cultivate good taste and judgment. Good taste, more especially in respect to his personal appearance and dress. A careworn face, or one showing signs of dissipation, has a marked negative effect upon his customers. So also has the appearance of lack of taste in his dress.

The pleasing man will have a cheerful countenance, a clear eye, a clean shaven, well groomed face, and a neatness in dress that will at once place him, in the customer's opinion, at least, among that class of men in whose company cultivated persons like to be seen.

He must cultivate good judgment in the choice of his friends. Our likes and dislikes, if allowed to rule us without restraint, are sometimes prone to work evil for

us. A salesman should never condescend to lower himself in his own estimation in choosing companions of a lower order of morality, culture or refinement. If he does he will eventually lower himeslf to their level, in the sight of others, if not in reality.

The salesman must cultivate his voice. He must be able to modulate his tones to harmonize with his thoughts, and with the feelings of his customers.

He must study correct modes of speech. He must study to place his thoughts into pleasing sentences. He must study to make his sentences produce logical arguments. Correct English, logical arguments and pleasing deductions will help to place the customer at his mercy.

He must recognize the fact that he is the servant and that the customer is the master. He is at all times open to all sorts of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. It is in these situations that a tactful control of himself will win him a reward in the end.

The second proposition is important. He must study his wares. It is only the man who knows what he is selling that can reach above the average in sales.

Lastly, the salesman must know his customers. This is an easy task after he has mastered the study of himself. We are all human—all have, more or less, the same emotions and the same methods of expressing them.

Phsychological experts can read the human mind like an "open book," because they have learned to read the expressions of the face, the effects of the emotions on the face and physical form of man. The salesman must make almost as exhaustive a study of his customers as the professor of psychology does of mankind.

The art of control, which is recommended to the salesman, is practiced by so few that he will have a chance to read the public with but little effort. Once he knows the feelings of a customer toward his goods and himself he is in possession of the means of securing sales.

A successful salesman will place the securing of sales over all things—the securing of satisfactory sales. When he can do that he is a good salesman.

All this may seem formidable to the unpracticed salesman, but rest assured that once this study is undertaken it will be continued for the fascinating disclosures that are being made every day. The study is both profitable and pleasant. Start today!

ANTAGONIZING CUSTOMERS.

THE latest investigations of the oracular analyst had to do with salesmanship, and he was summing up his findings: "Clairvoyance, character perception, restraint, suavity—no, not necessarily attributes for a statesman, but indispensable for anyone aiming at success in the selling business.

"Your prospective salesman or saleswoman quite as surely must be able at a glance to read the manner of a man or woman he has to deal with, and in harmony with that reading attune his share in the transaction. It is for him to decide whether to let the prospective customer browse at will, unattended, or to make himself an enlightening guide will bring the larger result. He must not pitch the pæan of the merits of his goods stridently high, but point out the component excellence of an offering and let it speak in a measure for itself, so that its worth may be shown to consist of something more than words.

"He must remember that even the unlettered have a native intelligence and dignity to be reckoned with. For this reason the tone of sincerity strikes deep. Honest helpfulness is the right keynote for his comments. Of course in those fortunately rare instances of hopelessly meretricious taste resistance must at once give way to the sway of the patron, the tendency of whose choice he must be ever on the alert to detect.

"To put it briefly, the salesman must train himself to understand instinctively, to sound personality, to be governed by tact and good taste in all phases of his dealings with a customer, and to make amiability the ruling law of a business day. This is the way that will lead him apart from the many to the possibilities achieved by the few."

"Rather a big contract."

"Perhaps; especially when you remember that your successful salesman or woman is not safely started on the right road until he learns to regard himself merely as an expository atom. Let him set forth the merits of his offerings as forcibly, as enticingly or as artfully as he may, consistent with truth; but let him above all else guard agaist any injection of the note of his own personal approval or that of any member of his family. Even when the patron poses the question direct: 'Do you know anything about these yourself?' he will avoid a hazard by sidestepping with: 'We have sold a great many of them with complete satisfaction.'

"Whether alive to it or not, every intending purchaser has a patronizing mental attitude toward the purveyor of goods or his agents. He has just enough snobbery to make him sensible that he has a favor to confer, that it is within his power to give or withhold, and it is to the selling atom's interest to coddle that smug conceit.

"Now, as soon as the atom brings forward his own testimony as proof of the value of wares he arouses an antagonism in the patron. 'I can assure you, madam, I have been wearing these shoes three months and I have had the heels straightened only twice. If you will give the broad base heel one trial ——.' But the prospective buyer had risen, unalterably set against any heel so satisfactory to a mere salesperson. All the girl's efforts to convince had gone for nothing because they were unwisely pointed, whereas 'Our most discriminating customers are adopting this heel' might have clinched the waverer.

" 'I know they are good; I wear them myself,' has been the knell to many a promising barter."



Ways to Serve the Cup that Cheers.

SINCE we Americans have adopted the hospitable custom of tea drinking from our English cousins and made it a part of our own domestic routine, a host of pretty tea accessories have sprung up in the shops for the convenience of the hostess and the more adequate enjoyment of the tea time guest. Some of these novelties make their appeal by reason of their fanciful decorations rather than their appropriateness. But the tea table equipment should be selected first from the standpoint of practicality and secondly for its artistic features.

The custom of tea drinking is so essentially a domestic one that the aspect of hostess and guest is wholly lost, for it is now merged into the daily life of the household. It is quite as much an institution as breakfast or supper or any other regular meal and it is in no sense considered a function as is sometimes the case here in America.

In the English home four o'clock is the signal for the maid, or a member of the household where maids are not kept, to appear armed with the tea tray filled with all the essentials for this hospitable repast. It is a welcome break in the work or pastime of the family and the joy and relaxation afforded by the cup that cheers is known only to those to whom it is a daily domestic observance. More than any other meal it is an intimate gathering of choice spirits, for the informality engenders confidences and the relaxation from efforts puts one in a frame of mind thoroughly to enjoy the refreshing beverage and the human companionship that goes with it.

So far as the English custom goes, the tea service may be of the simplest character and still be in good form, for over there it is the custom that counts for most, not the show of strange novelties brought in as an accompaniment, so that for those to whom tea drinking is a rite the simpler the service the better.

One of the most important accompaniments to the tea service is the tray. It must be commodious enough to hold all the paraphernalia that goes with it and for this there is nothing prettier or more artistic for the summer cottage than the very common ones of bamboo, which, by the way, are also the cheapest. These can be bought in sets of three, running from ten to fifteen inches in diameter, for $3. Made of flat strips of the reed with heavy rolled edges, they are strong and effective, and easily carried to the spot where tea is to be served.

For those who prefer something more elaborate there are others also of wicker having triple shelves below a fifteen-inch handle holding crystal plates for sandwiches and cakes. The tray with a glass covered flowered cretonne bottom has wicker sides some inch and a half high With the service plates it costs $15.

There is an infinite variety of the glass covered flowered chintze trays with mahogany frames ranging in price from $1 up to $7. There are also perfectly plain white enamel trays that are simple and pretty. There are some odd ones in black and white or black painted with gay flowers to match the old Colonial furniture and the quaint English cottons used in furnishing the modern summer home.

Whatever the tray, if it be of wicker for the summer home or mahogany for the town house or of old family plate, suitable at any time, it should be sufficiently large to accommodate a pot of tea and one of hot water, sugar, a cream jug, or lemon for those who prefer it, a plate of sandwiches, scones or crumpets or tea cakes. In England a tea cake made pound for pound is kept on hand to serve with afternoon tea and is considered quite as essential as marmalade for breakfast.

The tea tray may be brought into the drawing room or library if the weather be too dismal to serve it out of doors, or be placed on a low wicker table on the porch, or in a summer house on the lawn, and from it the brew is dispensed. Usually every one assists informally in serving it to one another and ceremony is dispensed with. This is afternoon tea in its simplest form, but for those who love display there are many more features in the way of service and attendance that may be added.

In the selection of china for the afternoon tea service there is a wide opportunity for satisfying the individual taste. Quite as great a variety is to be seen for this purpose as for the bedside and breakfast alone, but any dainty china will do. Some hostesses like the gay colored

peasant ware for the country house, although there is a prevailing notion among tea drinkers that the delicious brew tastes better out of thin china than heavy ware.

A historic accompaniment to afternoon tea in England is the "curate's assistant," so named doubtless because it takes the place of a maid for the proverbially poor curate's wife. It is a three decked plate holder, usually of mahogany, with a handle for convenience in passing. It is used for muffins or tea cakes, and may also hold service plates. It usually stands beside the hostess and is passed about as occasion requires.

The curate's assistant has been reproduced in wicker to match the porch furniture and also comes in sllver plate, though the latter is hardly to be recommended.

A novelty in the way of a tray which may commend itself to some was recently seen in the shops. Made of wicker with a glass covered bottom, it is provided with a second tier and a handle for convenience in passing. It costs $7.50.

If iced tea is served there are very pretty glasses that come especially for the purpose with handles low down toward the base and glass saucers to match. They are sold for $3 a dozen. Another style without the handles and the saucers costs $1.80 a dozen. For iced tea a pitcher is required which may be of glass or better still of dull green pottery, which is less likely to break when the hot tea is poured in.

COLORFUL DANISH POTTERY.

THIS is a day of bold and strong colors in household decoration. The faint pinks and dainty blues of a few years ago are passe and vivid post impressionist splashes of color give tone and individuality to fashionable interiors. Of course, these splashes of bold color are carefully placed; they occur in artistic masses or skillfully located spots against backgrounds in neutral or black and white tones. One is never overpowered by color as in the era of briiliantly flowered carpets which actually leaped up to meet the eye; or in the later era of "art" plush lambrequins—one recalls that garnet embroidered in golden yellow was a favored combination of that particular period in the eighties—but here and there are artfully considered color touches; a bit of yellow faience on a teakwood table; cushions in Mexican red and bronze in a brown living room; a deep, deep blue Chinese vase in a pale buff drawing room, and so on. It is the consummate art in color arrangement, an art that fascinates and pleases without wearying.

In line with the fad for color in house decoration is the vogue of gay chinaware. Delicately tinted Sevres and Belleek, creamy Royal Worcester and even Satsuma with its rich, soft tones, are resting from their labors of home decorations these days, far back on the china closet shelves and their places have been appropriated by faience of more fashionable hue. Conspicuous in the latter group is Danish pottery, which is notable for its bold arresting colors, especially effective against dark or neutral backgrounds. The shapes of Danish ware are simple and almost crude, yet there is a sturdy character about this pottery that is admirable, in combination with rich, strong coloring.

Several interesting types of Danish faience are featured. The pieces, set out on a glass-lined mahogany tray, represent an individual breakfast or invalid set, such a set as one encounters in a large country house where breakfasts are served to the guests in their rooms. Included in the set are tea and chocolate pots, cream jug, sugarbowl, cup and saucer, covered cereal dish, cereal bowl and plate and a small receptacle for marmalade, or a soft boiled egg. There are other pieces of similar pattern in this effective Danish ware and such a breakfast set, arranged on a white cloth embroidered with a colored monogram to match the china is most attractive.

A jar for serving honey is typical of the Danish keramic art. Bold in color yet pleasing in its simple, sturdy shape is the decorated jar on its rather heavy plate, edged with a narrow band of color. The cover of the jar fits closely over the top and the dividing line between top cover is indistinguishable because of the ridges in the "hive," or honey jar. Such a honey receptacle would be ideal for the nursery tea, and the busy bees on the jar should delight little folk almost as much as the sweet substance within.

More dignified in line is the desk set of Danish faience. Here again one notes the simple, sturdy shapes and the all-over decoration in bold, almost crude color. The candlesticks seem to suggest an aim at lighter grace in the festooned chain design on the uprights, but the general shape of the stick, spreading broadly at the base, indicates sturdiness rather than delicacy. The ink and pen rack has the same sturdy character and the design is suggestive of the square towers capped by squat, rounded domes which are notable in Danish architecture. Standing on the Queen Louise bridge at Copenhagen, one looks across the water at a skyline that might almost have been the inspiration for this Danish bit of pottery—long, low buildings with a center dome flanked by square towers with rounded tops.

To Denmark fashion is indebted for one of the most beautiful and beloved of colors—Copenhagen blue, a shade as world-renowned as Rembrandt brown, that wonderful deep-toned brown one finds only in Holland interiors, or as English pink—a composite hue from the country of roses.

Danish pottery is in high favor for veranda use at smart country houses this year. The strong colors of this pottery are most effective against an out-of-door background, whether it be green hedges and lawns, or the blue sea glimpsed across a white concrete terrace wall. At a luxurious country house on Long Island Sound tea is served on the terrace every afternoon at four and the observance of tea hour is as rigid as in an English home. The tea service of blue and green Danish ware, set out on a wheeled tea-wagon is rolled out on the brick flags of the terrace, overlooking the sea, promptly at four.



A Striking Decoration

By Pope-Gosser China Co.

As One Importer Sees It.

WE reprint the following article from the pen of John H. Roth, Peoria, Ill., in a recent issue of the "Dry Goods Reporter" without comment, simply as showing one importer's point of view:

"The dealer in imported chinaware has now every cause to take renewed hope. The European war and the English Order in Council apparently have come to his rescue.

"It is a well-known and proven theory that business conditions become stagnant as markets become glutted, and the prices decline. Conversely, the first signs of a revival of trade conditions are rising prices following the depleted shelves of the retailer.

"The conditions created by the European war are such as never have been encountered heretofore in the china trade. In the pottery manufacturing centers of Europe, immediately following the outbreak of the war, the manufacturers on account of the call of laborers and artisans to the colors of their country found themselves short of a working force, thus reducing to a small per cent their normal output.

"Notwithstanding the reduced output of the German and Austrian manufacturers, American importations during the past months have been affected but slightly; this for the reason that through the war Germany and Austria have destroyed their commerce with all the leading nations of the world, excepting the United States, and the American importers have thus been the only customers of the German and Austrian pottery manufacturers since the beginning of the war.

"Some two or three months after the beginning of the war the importers began bringing through the neutral ports of Holland and Denmark about the usual quantity of German and Austrian wares. The anxiety of those dealers who feared that they would not receive chinaware ordered before the war was quickly relieved, and there was practically no shortage of imported chinaware during the last holiday season, and the china trade quickly reacted to the normal conditions that prevailed previous to the war.

"Now, however, the importer finds himself facing most serious conditions, perhaps the most serious that the American importer has ever encountered. The British Order in Council is now in effect, and the full fighting forces of the nations at war holding their trenches are in a deadlock. With no prospect for a termination of the conflict until one side or the other is vanquished, there is no likelihood that the English Government will modify this order, which since the 15th of June has allowed but a small quantity of ware from German or Austrian sources to be transported to the American market.

"The English Order in Council up to June 15th permitted the transportation of such wares as had been bought and paid for prior to March 1st. This, however, has been of little avail to the American importer, as 75 per cent of all import orders are never placed with the European manufacturers until the month of March or April, and of such orders which may perhaps have been largely executed the wares are either in the hands of the manufacturers, who are holding the same for shipment, and who are clamoring for payment from the importers, or are lying in the storage warehouse in Rotterdam, awaiting the opening of ocean transportation.

"This condition is not likely to be realized for months or even years to come. In the meantime, in England as well as on the Continent, the high cost of living has become most acute, and compared to which the problem of living expenses of American wage-earners is but a happy thought.

"This, with the scarcity of the working force of the European potteries, has compelled the manufacturers to advance prices in England from 15 per cent to 25 per cent, and in Germany and Austria from 10 per cent to 20 per cent. Notices of these advances have been received by all the leading American importers.

"We are thus facing a depleted condition of the retailers' stocks. Wares ordered even early in the year arrived too late for this fall's business. A permanent advance on all imported pottery products of from 10 per cent to 30 per cent is assured.

"Fortunate, therefore, is the importer who anticipated conditions, and who had the courage to revert to the system in vogue of a generation ago; that is, to stock his own warehouses early in the year, rather than to confine himself to specific orders for future delivery and ordering from the manufacturers only such wares as may have been sold to his own customers in advance.

"As for the retailer, his stock is now becoming depleted. A scarcity will stimulate demand. The most bountiful crops in American history are now being harvested. High prices for the farmers' product will prevail. Mines and workshops have resumed throughout the country. Many manufacturers are now running

nearly full force, and others producing war munitions are running night and day.

"Prosperity is no longer a legendary wish. It is here now. We are face to face, and almost hand to hand, with that happy condition.

"Imported chinaware will become a scarce commodity after the holiday season. Prices will be advanced and a demand for imported chinawares will be made upon the importer which he will be unable to supply.

"The chinaware dealer who has had the foresight to assure himself of his supplies for the coming renaissance in the china trade has cause for rejoicing, for verily that "china-man" is coming into his own."

MANUFACTURE OF CERAMICS IN JAPAN.

IN ceramics modern Japan is holding its place. A loud and probably sincere cry has gone up against the commercializing of the art—the degradation of forms, glaze, coloring and painting of pieces of pottery made by the thousand for the European and Asiatic markets—but it should not be given the force attached to it by those who utter it.

At Nagoya, in the great Morimura porcelain factory, employing 2,500 hands, half of them women, where the entire process from the puddling of the crude kaolin to the finished product may be seen, I visited one large room in the painting department, writes J. I. C. Clarke in the *Sun,* with a hundred men, young women and boys putting the colors by hand on several pieces of excellent quality from designs made by special artists.

The manufacture of high grade pottery is in no wise on the decline. There are firms in all branches in the city of Kioto where nothing but first-class work as to material, form, glaze and color design is allowed to leave the factory. Such a firm, too, I found on a hilly outskirt of Yokohama, the father and sons who have produced the well-known Makuza ware for two generations. Anything more devotedly artistic than their attitude toward their work it would be hard to discover. The smallest defect in the baking leads to instant rejection of even the costliest pieces.

The best Japanese firms are doing as fine work as ever was done in Japan. I am sure that the Makuza blues, for instance, will hold their ground with the best that come out of China.

It is in cloisonne, however, that Japanese genius is making the greatest strides today. The old-time plates with their uniform sky blue background are no longer to be found in the modern studio. Tall vases in delicate buff, in a marvelous sea-water green fairly ravish the eye. In some the wires have been thinned almost to vanishing; in the latest they have, with the utmost skill, been removed altogether—presenting a surface that it is difficult to distinguish from the finest porcelain.

What is astonishing in this work is the freedom of the designs, which one would imagine to be entirely in the province of brushwork. At the Tokio exposition the specimens were very fine—one pair of large vases nearly thirty inches high and broadly rounded were valued at 5,000 yen. There were small vases of iridescent colors, blues and greens and mixtures of most delicate shades. One piece on a warm cafe au lait base with decorations of large flower blooms was particularly fine in design and distinction.

I was later given the privilege of inspecting Ando's factory at Nagoya, where these wonders were wrought. It is not a very large place. It happened to be a holiday, but on account of the coming of our party a large number of the workmen had been asked to work for half a day. Mr. Ando, a grave faced, courteous man, received us with many apologies that a holiday should venture to intervene when our honorable visit was due, but he had some of his best artists there, who would endeavor and so on—all of the gentlest and kindest.

We first came upon a group of eight men of middle age and serious mien seated in a row at work on a set of cloisonne panels for the Emperor's personal railroad car, which is to transport His Majesty to the coronation at Kioto in November next. All were dressed in khaki blouses, and squatted on cushions facing the open air. Three of them were affixing to the brass panel backing the fine, flattened gold tinted brass wire which would later enclose the enamel in a peacock pattern.

It is very slow work. The foreman pointed to a single line that ran the length of the panel and said it would take a whole day to wire it. This is done by wetting the lower edge with a fluid that sticks it to the plate. When all the wiring is done the plate is heated and the wire is thereby soldered.

Two of the men were applying the colored enamels to a panel. Two were dealing with great bowls, one wiring and one enameling, and one man was filling small holes according to a pattern in a large copper bowl about fourteen inches wide at the rim. It was to be an electric lamp shade and the holes were to be filled with a transparent glass-like enamel, giving a beautiful effect when the lamps were lighted, as I saw later in a smaller specimen. Each side of the latter was smooth, but when an incandescent burner was lighted inside it the surface seemed covered with fine leaves raised from the inverted bowl.

We were shown the small kilns where the heating of the enamel was done—about half an hour each time, but many, many heatings being necessary. After fixing the enamels the surface is ground fine by scrubbing with rough, hard stones at first and finer grained stones later.

Dove color, a fine gray-green which they call "light grass color," the blue-gray that they call "rat and indigo," another fine tint that they call "light purple," are among the latest of the many new hues they are calling into use. They find, I was glad to hear, their best market in the United States.

Beautiful Results from Blended Glazes.

WHO first conceived the idea of producing a pleasing color result by blending two colored glazes, or causing one to run over the other, it is probably almost impossible to determine, but some forty years ago a very striking feature of ware of this class was produced in the south of France—the so-called jaspe or agate ware. The ware was chiefly a red body, the local clay: a white clay was also used, imported through Italy. This Italian clay was mostly from the Rhine. This clay being transhipped in Holland became known as "terre Hollandaise," or "Dutch clay." After arriving in Italy, at Savona for the most part, it was mixed with a considerable proportion of Italian material.

The method of decoration was not difficult. The ware was dipped in a soft, transparent glaze, containing much lead, and which in firing flowed readily down the vase; the most effective pieces being tall shapes, amphorae, Moorish water bottles, graceful shapes with a good shoulder being suitable. Upon this dipped ware a "splashing" of tin glaze was put. The tin glaze, being an opaque white and resting on the surface of the glaze, sunk into it on firing, and was carried down the side of the vase by the flowing glaze, producing streaks and veins of a lighter character than the colored glaze, which was the background.

Should the vase be dipped in a dark brown glaze, then, on red ware, the appearance will be that of light brown or yellow veins on a ground of very rich dark brown.

Should the vase be dipped in green glaze—and the copper-green glaze is very effective for this purpose—then the appearance is something resembling malachite, streaks and veins of pale green running down the vase on a background of black green. This is an extremely effective and rich decoration.

Glazes which themselves are opaque do not lend themselves so readily to this treatment. Although the treatment is exceedingly simple, it is not to be attained without a little practice. There has to be the discovery of the right thickness of dipping the first coat of glaze, and after that the application of the tin glaze.

As backgrounds may be taken a good red-brown glaze of the Rockingham or so-called teapot brown, a copper-green glaze, and a glaze strongly stained with manganese until it is a purplish brown. Dip the vase —say, an amphora-shaped vase, as it is an exceedingly good form for trials—in one of these glazes as soon as the ware has absorbed the moisture, and before it is powder-dry take a dabber or stout camel or badger hair brush, and filling it with a good "white" apply to the shoulder, beginning just below the shoulder, and working upwards go all round the vase; then on top of the "white" dapple a coat of the glaze, not too thick. If, for instance, the ware has been dipped in brown, dapple the white with blotches of green or brown, taking care not to put one over the other; then fire.

A man who wants to succeed in this branch must take note of how he applies the white, and the glazes upon the white, because much of the result depends on the application: two persons having exactly the same material, working at the same table and apparently doing the same thing in the same way, will produce totally different results. A little too much white at the bottom of the upward stroke will give a harsh crudeness to the "veins," and if too thin will, on the contrary, produce a very weak, poverty-stricken looking article.

By "whites" are meant either biscuit or enamel whites. The biscuit produces one kind of veining, the enamel another and very different result. One or two glaze makers also produce opaque white glazes; these also may be used, but the most striking results have been obtained from the "biscuit" or "enamel" whites.

Very beautiful effects may also be obtained on horizontal surfaces, but they differ materially in appearance. The veins and streaks give place to irregular and curious markings that sometimes are very beautiful. The method of treatment is slightly different. The piece, say a flat dish, is dipped, and immediately after the moisture has been absorbed "dapple" the white upon it in blots: the more irregular the blotch the greater the probability that the markings will be pleasing. Of course, after putting on the white, it is necessary to put over the white a cover, irregular in thickness, of transparent glaze. Fine results may be obtained by using a couple of colored transparent glazes to cover the white, always being careful not to put the transparent glazes over one another. It cannot be too strongly insisted that careful note should be taken of the methods adopted, as, although the treatment may seem haphazard, they must not be so if first-class results are to be obtained.

Whilst opaque glazes do not give good results if used alone, it is possible by combinations of opaque and transparent glazes to produce very pleasing effects. Tall vases, of which the upper part has been dipped in

a good crimson (majolica), the lower part in a strong transparent yellow, the yellow being brought over one-third of the crimson, produces a very rich result. If a thin coating of red lead is put on the crimson the color very often is greatly improved.

From antimony a fine orange may be obtained. This is a good "running" color, and if a tall vase is dipped nearly up to the top in a transparent green, then reversed and dipped in the orange glaze, so that a small part of top of the vase is pure orange and a third of the green is covered with the same glaze, some good effects may be obtained. If the biscuit is red ware and the glost fire is about ordinary oven fire, some very curious results may be obtained, the antimony separating out to some extent and giving an effect of a very unusual character.

It is now some years since the "jaspe" ware, as it is called in France, was in vogue, but the decorator and maker of majolica who puts a little thought into his results, making experiments and carefully noticing the results, can hit upon something that shall appeal to this generation as the flowing raw-colored glazes did to the last. The last word has not yet been said on jaspe ware.—London Pottery Gazette.

A MODEL CHINA AND GLASS DEPARTMENT.

FEW cities the size of Decatur, Ill., can boast a department store as beautiful as that of Linn & Scruggs. The newly-opened china, glass and housefurnishings department is conspicuous among all the others. Under the efficient management of Bert Weaver this department is now one of the handsomest and best appointed in the southern part of the State.

During the early part of last year Linn & Scruggs suffered total loss by fire. Immediately plans were laid for a larger and better store, and the present structure is the result. The new building was completed in an astonishingly short space of time, only about eight months being required for the drawing and execution of the plans. New stocks were purchased, and late last fall the store was again opened to the public.



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Mr. Weaver has occupied his present position for many years, and is favorably known in the New York and Chicago markets, where he looks after the buying of china, glass and housefurnishings, and also places orders for toys and dolls.

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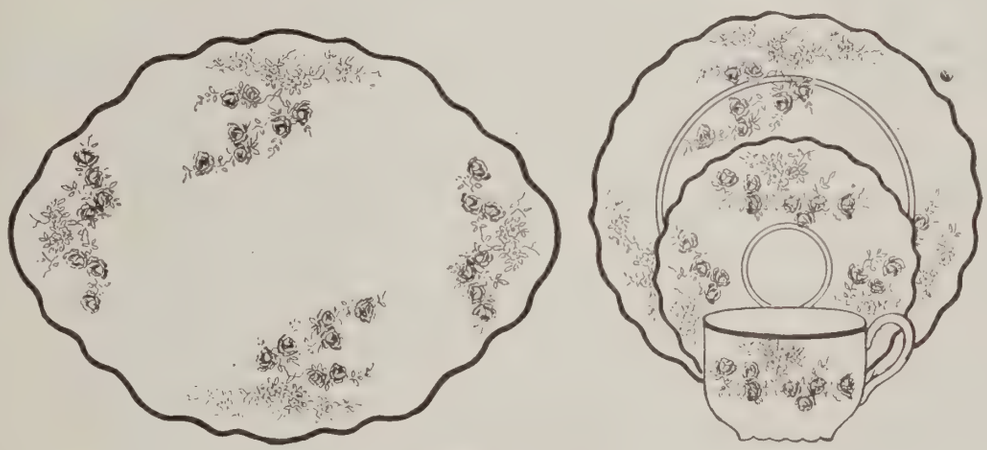
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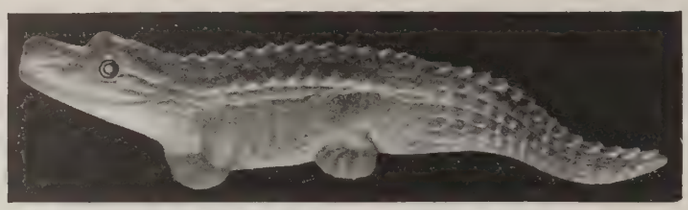


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THE menagerie grows. The wonderful success of "Toby" induced us to bring out the Owl, and this was followed by the Jumbo savings bank.

All are selling like wildfire.

The dull etched finish and imitation brilliant eyes are features that instantly attract attention.

A slot in the back of Jumbo receives the coin.

PROMPT SHIPMENTS.

New York Salesroom:
HORACE C. GRAY CO.,
Fifth Avenue Bldg, 23d St. and B'way,
Suite 202-3-4-6.
Telephone 6311 Gramercy.

LANCASTER GLASS CO.,

LANCASTER, OHIO.





JUMBO SAVINGS BANK.
Design patent applied for.



From the Buyers' Point of View.

THE following interviews with china and glassware buyers granted a representative of the CROCKERY AND GLASS JOURNAL bring out, among other things, information which will prove of special interest to the men calling on them with goods to sell. The list of questions asked were as follows:

(1) What is your opinion of the "merchandise man"?

(2) New York buyers are credited by many of the wholesalers with buying only "at a price," or, in other words, making price the first consideration, quality second. What have you to say in defense of this?

(3) What kind of a salesman, in approaching you to sell goods, appeals to you most?

(4) How much does personality count?

(5) To what extent does the element of friendship enter into your business? That is, do you favor a friend in placing an order?

(6) Can you suggest any reform in the trade?

(7) Do you read the trade papers?

A prominent buyer of twenty years' experience, who successfully manages the china, glass and housefurnishing goods departments in one of the city's big stores, had several things of interest to say, but modestly declined to let us use his name:

"I thoroughly believe in the 'merchandise man' as essential to the success of a large establishment," he said. "He represents the wishes of the heads of the concern in a financial way. But he should be liberal in policy—a help to the buyer, and not a detriment."

Speaking of salesmen, he observed: "The man who will get the first entree to my office is the clean-cut fellow, careful about his personal appearance. After he is once in, the qualifications for his success are dependable merchandise backed up by a reputable house. Salesmen often make themselves obnoxious by persisting after they have received 'No.' It should be regarded as final. It does not get the salesman anything who persists beyond this point.

"The day when business was secured by wining and dining the buyer is past, and should never have existed—it never did with me. There is not a salesman with whom I am acquainted to-day who would think of offering me even a cigar. The buyer who accepts these things at once places himself under obligations to the salesman; and to be absolutely independent it is best not to accept even the smallest favors.

"I am a firm believer in trade papers, and always make it a point to read them."

F. E. BERMAS.

Few buyers know their business better than F. E. Bermas, with McCreery & Co. Mr. Bermas, who has been buying for twenty-one years, says: "When a buyer is capable of merchandising his own department and is making a success he will not be hampered by the merchandise man. If he is making money and turning over his stocks the merchandise man will not stop him buying. Even should he exceed his allowance there will be no trouble whatever if he is showing a profit. Most buyers, as soon as they get their allotted allowance, begin to plunge, and load themselves up with a lot of merchandise, leaving nothing with which to buy staples. My trade demands the best goods to be had, and I want them as low as they can be bought. The buyer who understands his business will not let anyone put anything over on him in the way of price.

"A pleasing personality in a salesman is a good thing, but not essential if he has the right goods at the right price. The one who appeals to me most does not bow and scrape to the buyer, but sells his merchandise strictly on its merits. The salesman is as necessary to the buyer as the buyer is to him. He is the educator of the buyer. Too many buyers have the opinion that they make the position, instead of the position making them.

"Friendship in buying does not figure unless goods have merit and price. Every buyer has to work out his own salvation, and experience is the best teacher. He should make it a point to get the good-will of everybody; and then if there is anything good going around he'll get a whack at it."

MRS. LEVINE.

Mrs. Jennie Levine, one of the best known of women buyers, and who for fourteen years has successfully managed the china, glass and lamp departments of Stern Bros., and who has established an enviable reputation in this capacity by her shrewdness in buying and her exceptional executive ability, said:

"The 'merchandise' man is the least of my troubles, for I haven't any. I 'merchandise' my own department.

"The salesman who has the proper goods at the right price is the one that appeals to me every time; otherwise he may be bow-legged or cross-eyed, for it's just the two before-mentioned qualities that make an impression with me, and nothing else.

"Friendship does not count where an order is concerned. If a salesman, whether a friend or a foe, has got what I want I buy it regardless of the individual who sells it.

"No buyer is more interested in the trade papers than myself. I get much helpful information from them, and think it quite necessary for the buyer who wishes to keep well posted to read them religiously."

JOHN HAWTHORN.

Especially interesting is the following from John Hawthorn, buyer for the John Wanamaker store in New York. It is a rarity to see his name in print, and for him to be directly quoted is still more unusual. As a matter of fact, the last interview he granted to any paper was just fifteen years ago. Mr. Hawthorn has been buying for the Wanamaker establishment for twenty-four years, and few are better posted on china and glassware, his knowledge being gained from practical work in the factories of England in his early manhood.

Mr. Hawthorn's motto in buying goods is "Quality first." He says: "I always select merchandise with this uppermost in mind, and get price afterward.

"The salesman who commands my attention is the one who is earnest and intelligent in the presentation of his goods—presents what he has to sell in a dignified manner. The insistent salesman is very distasteful to me. A buyer knows what he wants, and the one who is open to argument after he has said "No" in my opinion does not know his business. I prefer a man who will lay his goods on the table for my approval and have little to say; in other words, I can form my own judgment without his assistance.

"Personality counts for little; it's the goods that count every time. It makes little difference whether a man is dressed in the height of fashion or not, as long as he has what I want.

"My friendship for a salesman would not influence me in the least in placing an order, except in a way—that is, if what he had to sell was in every way as good as his competitor's, and his prices were right, I would naturally favor the man whom I could put more confidence in than someone whom I did not know."

Speaking of the domestic manufacturers, Mr. Hawthorn said: "The time is ripe right now for the American potters to improve their wares. They should work more for quality and less for quantity. Let them put out a better body, better glaze, and a higher class decoration, and their goods will find a ready market. Most of the factories here seem to be working to a price, with the idea of turning out bulk lots uppermost in their minds. A few of them, however, are waking up to the opportunity, and I can see a difference in some of the ware coming to the market already. I am always ready to encourage their efforts and am prepared to pay a good price if I get what I pay for, and am sure they would find this the case in most instances."

EDWARD J. BURDETT.

Few buyers have been as fortunate in their training as Edward J. Burdett, with R. H. Macy & Co., he having worked for a number of years under his father, who was buyer for the Macy store for thirty-five years before his death and was known as one of the most efficient in the business. Mr. Burdett has been buying for eighteen years, and his thriving departments are testimonials to his ability. He says:

"I always buy the best I can get, for there is less difficulty in selling good merchandise, and always a better chance of the customer keeping it after a sale has been made. Poor goods give a firm a bad reputation and unending trouble from complaints.

"Personality certainly counts in selling goods. Take two men and educate them along the same lines in selling goods, and one will invariably outshine the other, because there is something about him that compels attention. I believe that the real salesman is born, not made. 'Nerve' is a necessity in selling; but the salesman must use judgment in not making himself offensive. The value of persistency is that a buyer often refuses an article at first and perhaps later may decide he wants it, and the salesman who was not discouraged by being turned down at first, reaps his reward.

"Am a constant reader of the trade papers and consider them valuable aids to any buyer."

LEE SCHOENTHAL.

Lee Schoenthal, buyer for the Gimbel stores in New York and Philadelphia, says: "I consider the merchandise man a necessity to a successful department, and the capable buyer will find him nearly always a worker and not an impediment. He is the watchdog of the treasury. and has information in this respect that the buyer does not have. If the latter turns his stock over successfully the merchandise man will never stop him buying."

With reference to the criticism that New York buyers think more of price than quality, Mr. Schoenthal says the statement could only emanate from over-zealous people who think they are not getting all the business they are entitled to. "The only store that would tolerate such a buyer," he said, "is the one that would be satisfied with inferior merchandise. Why, the stimulus that is now in evidence in cut glass is due to the buyers' efforts in creating a demand for a better grade of goods. The buyers are educating the public to discriminate between cheap and higher class cut ware.

"The salesman who succeeds with me must give evidence of his sincerity. He must have faith in his own merchandise if he expects to impress others.

"Personality—a visible demonstration of character—helps perceptibly where a man has a pleasant one, and will always give him the advantage over the one lacking it.

"Only with quality and prices the same would I give a friend the advantage over his competitor in placing an order."

One of Mr. Schoenthal's pet theories is honest advertising. He believes it the solid foundation upon which to build a business.

With regard to the trade papers, he says: "I never miss reading them. To study them thoroughly is essential for a buyer who wishes to keep properly posted."

GEORGE LOBSITZ.

George Lobsitz, with Hahne & Co., Newark, who has been buying almost ever since he first entered business at the age of seventeen, thinks the merchandise man is as

necessary to a store as the buyer himself, provided he refrains entirely from trying to buy merchandise, and confines himself to being a critic. On the subject of salesmen he says:

"The salesman who makes a hit with me attends strictly to business in offering his goods, and does not tell funny stories nor talk about how many hundred gross he has sold to my competitors.

"The element of friendship enters into my business only when quality and price are offered.

"I read the trade papers with much interest, and only regret that I have not more time to devote to them."

GEORGE ANTHONY.

George Anthony, buyer for Loeser's, Brooklyn, says: "I make it a point to buy nothing in quality below a certain standard, as we cater to high-class trade. Many manufacturers pay too much attention to price, and turn out an inferior product in trying to meet competition.

"The man who gets right down to business and shows me what he has to sell without saying too much is the salesman who is most apt to produce results. Nine times out of ten when a salesman talks a lot his goods are sorely in need of it.

"Personal appearance naturally counts, for my experience is that a man usually typifies the merchandise he is selling.

"It is rather difficult to qualify friendship in business. Real friends do not attempt to make capital out of their friendship. The real friend is the man who makes it his business to understand the buyer and his trade, tries to cater to his needs, and does not want to push stuff off on him that he cannot use."

Mr. Anthony took occasion to rap the American pottery manufacturers. "It's simply ridiculous the way the factories copy each other," he said. "There is very little or no individuality shown in domestic dinnerware. A factory gets out a successful pattern; the others follow along the same lines; and the consequence is that there is nothing to characterize one concern's products from another. Of course the small manufacturer can be excused to some extent, but it is unpardonable for the larger ones."

WALTER G. BROWNING.

Walter G. Browning, manager of the lamp and bric-a-brac departments for R. H. Macy & Co., says: "I am very particular about quality in every respect. Nothing even savoring of imitation can find a place in the Macy store; and whenever I find that a factory has tried to substitute something inferior in a product, even though it be only a detail, I am done with it. I find New York consumers very discriminating, and woe be to the man who sells them anything that does not come up to their expectations.

"I think it is the duty of every buyer to visit the showrooms as often as he possibly can, for it is the only way he can keep properly in touch with the factories' lines and know what is on the market, for it is impossible for the salesman to give even vague ideas either by samples or photographs of the complete line of a large factory.

"I find that the majority of local manufacturers favor the out-of-town stores too much, often shipping to them on order and making the home stores wait, because perhaps the initial order of the out-of-town buyer may be larger. In placing an order with the local factory the local buyer's first order is very often small, as he wishes to try out the items before ordering larger. If the article has merit, and he finds it is going well, his repeat orders go 'way beyond the manufacturer's fondest hopes from the out-of-town buyer. And yet, knowing this, they continue to favor their out-of-town friends.

"Patience in a salesman is his greatest asset, in my opinion. He must be persistent, but tactful in his aggressiveness. Often a man has called on me for months before I have placed an order with him."

H. GRANT STRAUS.

That years of experience are not always essential to success in the management of a department is shown in the case of H. Grant Straus, manager of the china, glassware and lamp departments of Abraham & Straus, Brooklyn. Descended from a famous family of merchants, merchandising naturally comes easy to him. Mr. Straus says:

"There are no difficulties in the path of the man who knows his merchandise. He must have a technical knowledge of his stocks and should make it his business to know what the public wants, and supply it. The buyer must always keep his eyes open in anticipation of the demands of the public for six to eight months in advance, for any of his imported goods take this time to deliver; consequently, far-sightedness helps a great deal.

"A salesman who is the most impressive is the one who doesn't talk too much."

His opinion of the value of trade papers may be gleaned from the fact that a copy of the CROCKERY AND GLASS JOURNAL may be seen upon his desk at any time

THE PROPER CARE OF CHINA.

THE preservation of decorated china in good condition for any considerable period of time depends primarily upon its proper care and cleansing after use. Barring careless nicking of the edges and breakage, this is the only way in which the longest service may be secured and the decorations be kept in the highest state of perfection. Simple as this statement may appear, it may be said to cover comprehensively the entire subject of the durability and longevity of decorated china.

A housewife complains that the decorations, especially the gold, have quickly worn off her china. In purchasing, she selected a good china of standard reputation, and felt she had a right to expect the decorations to wear well. She is unable to account for the unsatisfactory condition which has so early manifested itself, and makes a protest to her dealer. It is a familiar subject to him,

for he knows that the cause undoubtedly lies in the faulty manner in which the china has been washed.

Hot water, or water containing alkali, all soaps, washing-powders, soda, or any cleansing preparations, are apt to ruin decorations and remove every vestige of gold. Decorations, except the under glaze ones, are placed upon the china after the article itself has been fully completed in its process of manufacture. Particularly the gilding on fine china is practically on the surface. The most skilful methods known to experts in the china industry are employed in the endeavor to make decorations lasting and permanent, but were the decorations to be subjected to the same degree of heat as the china, they would entirely disappear in the firing-kiln. Gold decorations must be fired at a still lower temperature, since gold melts at a lesser degree of heat than color-ingredients. So that decorations upon china may be regarded simply as a plating, but necessarily far less durable than the china itself. The ingredients used in its composition, and the processes of firing in intense heat make the china extremely hard, while the decorations are of a softer character. Therefore the decorations alone are susceptible to injury from exterior applications.

For these technical reasons it is imperative that china be washed with the greatest care if its beauty is to be preserved. Hot water should never be used, says Jane Stannard Johnson in *Good Housekeeping,* while yellow soap, liquids, or powders are all injurious to both gold and colored decorations. The effects may not be apparent at first, but gradually the results from rough usage begin to show, and the housewife is unable to understand why her china is losing its perfection of artistic finish.

Properly, lukewarm water with the purest of soaps, when soap is essential, are all that ever should be used in cleansing china. Only a few pieces at a time should be placed in the pan, they must be washed quickly, rinsed in clear water, and dried without delay. If a warm towel be used, the drying will be more perfectly accomplished. China should not be allowed to "drip" dry after washing, but should be carefully wiped dry and put away. Standing the pieces up and allowing them to dry is apt to remove gold decorations entirely.

China should be washed immediately after using. It should not be left standing soiled, and, more especially, pieces that have been used for serving liquids, salads, gravies, salted dishes, or any food that leaves the china wet or damp. It is even worse to allow the dishes to stand in water. Water-soaking, or allowing the decorations to remain wet for any length of time, tends to soften the ingredients composing the decorations—particularly gold—and the rubbing of the towel, when drying under such conditions, will imperceptibly remove the decorations and gilding.

There is danger in using hot water even for undecorated china, as a very hot teacup will easily break into pieces in the hands of the one who is drying it. The heat apparently makes the delicate china susceptible to the least pressure.

Washing china carefully will prolong its durability and beauty by many years, but not matter how expensive, it may not reasonably be expected to retain its beauty if this care is not given it.

"HAVEN'T TIME TO READ."

THE man who first invented this excuse for incompetency and inefficiency perhaps did not realize that he was fitting out a maxim to go ringing down the ages to be used by every man who wishes to offer a flimsy excuse for his inability and his lack of quality to carry out useful work.

There are three expressions which should be bundled into an ash can and dumped into oblivion: "I haven't time to read." "This way is good enough for me," and "We never did it that way before." It may be well for purpose of argument to mention the names of a few eminent men who have had time to read—Columbus, Robert Fulton, Thomas Edison, Peter Cooper, Benjamin Franklin, Abraham Lincoln, Andrew Carnegie, James Oliver, John Deere, William Shakespeare, Alexander Graham Bell, Marshall Field, and John Wanamaker.

If you will run down this line of names you will find that our modern civilization would be little less than a state of savagery were it not for the influence the study and thought of these men has left on the world. Take out the work of these men and a few others and our civilization will drift back to barbaric night.

Take out of any community the few men who have time to read and you blot out the progress and activity of that community. Just think this over and consider the men you know who have the study habit, the reading habit, the habit of investigating, the habit of thinking, the habit of thoroughly going into a thing from all angles for the purpose of assimilating knowledge as to how a thing can be done in the best possible way and with the greatest possible degree of economy.

If you have ever said "I haven't time to read" it is high time that you are putting your mental focus through a modern process of sterilization. If you haven't time to read it is high time that you were falling in line with our modern ideas of mental evolution—and, remember, mental evolution means business evolution, an evolution in your bank account, an evolution in your net profits, an evolution in your health and happiness.

The man who hasn't time to read is a failure. Now, you may on first thought take exception to this; but just compare the most progressive and influential man you know who does not read with the most progressive and influential man among those who have the reading habit, and you will arrive at a very interesting conclusion that should set you out on the path of investigating, studying and thinking.



Marble Statue

At L. Straus & Sons.

Some Business Problems of To-Day.

An Address by Edward N. Hurley, Vice Chairman of the Federal Trade Commission, before the annual meeting of the Association of National Advertisers in New York City.

IT is a source of gratification for me to be with you here to-night, primarily because you are a group of business men who have been doing things, individually and collectively. There is a bond of fraternity among business men. You may not always be able to put your finger on it exactly, but it is there. It comes from having dealt with problems common to all business, and from a knowledge that every business man has had to go through the same ordeal. Every man who has had to meet a payroll has served his initiate in the fraternity and is in possession of its grand hailing sign.

Your organization has had to deal with one of the largest factors in modern business life, advertising, a factor that is indispensable to success and that is developing into a veritable art, if not a science. Not all of us understand it thoroughly so far, nor have we all got to the point where its full indirect as well as direct benefits are manifest to us. For example, I do not think that all of us fully appreciate just how much the advertising man can do for us.

It is a curious anomaly that it is more difficult to sell anything to a man engaged strictly in the selling game than to any other class of business man. "That fellow thinks he can teach me something about my business" is the resentful remark one is apt to make when the advertising man sends in his card. But that is the wrong attitude to take. It may be that the advertising man has something he can teach, something gathered out of his broad outlook on the entire business world. It is a safe rule always to see him anyhow, and give him a hearing, for the germ of a great idea has been sown in just such conversations as these. In addition to this, business courtesy is served by seeing him. Right here let me interject the remark that courtesy is the cheapest thing a business man has to distribute and gets him more for the investment than anything else. Honesty in advertising is also an asset. I am particularly pleased to see advertising men taking so decided a stand against dishonest advertising methods. It is one of the most hopeful signs of the times, also an indication that the competition of the future is to be conducted upon a higher plane.

It is probably true that the American business men lead the world in the matter of extending sales through advertising. If you gentlemen did not have a sound knowledge of it you would not be spending on advertising fifty million dollars a year, as I understand the members of your organization are doing. The problem of how, when and where to advertise has been pretty well solved. But there are other business problems to be solved.

The work of the advertising man is tied up closely with that of industry in general. Prosperous factories and busy stores mean advertising; the problems that affect merchants and manufacturers relate directly to prosperity in the field of advertising. Naturally you are interested in the conditions that make business prosperous, and the relation of government to business.

Government and business are and should be mutually helpful. Through a period of years the government has been gradually extending its machinery of helpfulness to different classes and groups upon whose prosperity depends in a large degree the prosperity of the country. To adjust, adjudicate and determine the questions that arise between shippers and carriers the Interstate Commerce Commission has come into being. The railroads and the shippers alike can secure prompt and definite rulings as to what they can and cannot do. The fruit growers of the country, the farmers, the farmers' co-operative associations, the dairy producers' associations, all of which are co-operating and working to benefit their conditions, receive aid, advice and rulings on important questions from the Department of Agriculture. Now the bankers, through the Federal Reserve Board, can receive authoritative decisions as to their powers and duties, all of which is of general benefit to the whole country.

To do for general business that which these other agencies do for the groups to which I have referred was the thought behind the creation of the trade commission. To make that thought clear I will quote from the President's statement on the subject:

"The business of the country awaits also, and has long awaited and his suffered because it could not obtain, further and more explicit legislative definition of the policy and meaning of the existing anti-trust law. Nothing hampers like uncertainty, and the business men of the country desire something more than that the menace of legal process in those matters be made explicit and intelligible. They desire the advice, definition, guidance and information which can be supplied by an administrative body, an interstate trade commission. The opinion of the country would instantly approve of such a commission. It demands such a commission only as an indispensable instrument of information and publicity, as a clearing house for the facts by which both the public and the managers of great undertakings should be guided, and as an instru-

mentality for doing justice to business where the processes of the courts, or the natural forces of correction outside the courts, are inadequate to adjust the remedy to the wrong in a way that will meet the equities and circumstances of the case."

The Federal Trade Commission is desirous of being helpful to business to the extent of the powers granted by Congress. In the different problems that are being submitted to us we find the business men anxious to present the facts, with the hope that they can be shown the right road to take to expand and develop their industries within the law.

One of the ways in which the Federal Trade Commission may help business is to gather, collect and make known the essential data regarding business. A friendly survey of the field of industry, with attention to industries in which conditions are not right, will be of great value. Just the simple statistics regarding business, never previously collected, are of immense importance, and when compiled and distributed to business men will be a most useful guide for their future action. The Trade Commission has under way at the present moment, the preparation of figures showing the size of our various business units. While this work is not yet completed, some significant items are beginning to appear.

Leaving out of consideration the banking, railroad and public utilities corporations, and referring only to those that have to do with trade and industry, we find that there are about 250,000 business corporations in the country. The astonishing thing is that of those, over 100,000 have no net income whatever. In addition 90,000 make less than $5,000 a year, while only the 60,000 remaining, the more successful ones, make $5,000 a year and over.

Turning now from net income to the total volume of business done by those 60,000 corporations we find that 20,000 have sales of less than $100,000; 20,000 more sell from $100,000 to $250,000; 10,000 additional from $250,000 to $500,000; 5,000 corporations ship annually half a million to a million dollars worth of goods; 4,500 have total sales from a million to five million dollars; while only 462 industrial and mercantile corporations in the United States do an annual business of $5,000,000 or more.

These striking figures exhibit a condition which has existed for many years. They show conclusively that big business, while important, constitutes but a small fraction of the trade and industry of the United States. They make clear that there is an unduly large proportion of unsuccessful business concerns. Do they need help? Why have we mot paid more attention to small and middle-sized business? Is it not worthy of our consideration? What measures are we to take to improve these conditions?

Speaking generally, the real, constructive help must come from within. You know, and I know, that lumping all business together the real need is for better business methods. When we were all working on a large percentage of profit, and when it was a case of filling orders at our own price, we didn't need any help. But, gentlemen, that day is past. We now have to get down to the hard facts of business, to learn precisely what they are, where the weaknesses and losses exist, and practice the same thoroughness which characterizes trade and industry in Europe. We need to study standard systems of book keeping and cost accounting.

The fact must be admitted that in order to put a selling price on a product a manufacturer must first know exactly what it costs to manufacture and sell it.

A manufacturer who does not know with a close degree of accuracy what it costs him to produce the different articles he manufactures and what it costs him to sell them, is not in a position intelligently to meet competition, and invites business disaster.

Many of the larger manufacturers have thorough cost accounting systems, which they recognize as necessary in order to give them the information essential to successful management. On the other hand, the number of smaller manufacturers who have no adequate cost accounting system and who price their goods arbitrarily is amazing.

Proper accounting for the smaller manufacturer is most essential. It is necessary for his success that he know on what particular article he is making a fair profit and on what he is making only a narrow margin of profit or losing money. If he has this information he can concentrate on the manufacture and sale of the product on which the profits are satisfactory.

Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost.

How can the Federal Trade Commission help to cure these conditions?

The Commission has no power and no desire to use compulsory methods. But it does hope to reach the desired end by endorsing standard system of bookkeeping and cost accounting, and to assist in devising standard systems, either at the request of individual merchants and manufacturers or through the association that represents the industry. The Commission expects to have for this work an adequate force of experienced accountants and cost experts and the services, in an advisory capacity, of public accountants of national reputation.

What may be expected from such activities of the Federal Trade Commission?

First, the individual enterprises will be helped. They will be enabled to know exactly where they stand. Their prices will be made on a solid basis of fact.

Second, the employees of these firms will be benefited. They will be trained to more thorough and more accurate methods of work. This improved knowledge will increase their effectiveness and their individual value to their employers.

Third, the investor will be benefited. He will be able to invest his money with greater assurance that it will be used in the most advantageous manner.

Fourth, the public will benefit; it will not have to pay for inefficient methods.

To take a specific example, suppose that there are five plants making a certain line. Imagine that one of these plants is run efficiently and that the other four are managed in a slipshod manner.

Where is the sort of trouble going to appear that costs he public and the trade heavily? In the four plants run n slovenly manner, of course. It is in these four plants hat the expensive strikes will occur, the dangerous dis-atisfaction among workers will appear, and the demoral-zing practice of selling below cost of manufacture will ake root and other unfair methods of competition as a neans of making sales.

If we can raise the level of effectiveness prevailing in hese four plants to the level prevailing at the ably man-ged plant, or even higher, benefits will accrue to every nterest concerned. All five of the plants will be on a nore satisfactory competitive basis. The employees in t least four of the plants will learn to do their work to etter purpose. Consumers will be forced to pay for ewer inefficient methods. The jobbers and retailers will et their goods under more advantageous conditions. And he bankers will have five excellent accounts on their ooks instead of one excellent and four doubtful ones. An up-to-date system of accounting will enable the anker to extend to the smaller manufacturer the credit o which he is entitled, and which he needs in order to xpand his business. The small manufacturer may have ust as much brains, ability, knowledge of his wares and f his customers as the larger operator; he may even put ut a superior product. But he cannot show the banker balance sheet based on proper accounting methods, and he banker does not feel ready to extend credit without the nowledge that such a balance sheet would supply; thus, ecause affairs in the exact manner necessarily required y the bankers, their credit is restricted and their expan-ion checked.

There should be a greater degree of organization and of nutual helpfulness in all lines of trade and industry, so nat American business may be welded into a commercial nd industrial whole; the part of the government being o co-operate with business men, on request, to bring bout the results that will benefit business and hence pro-note our national welfare.

One of the most effective forms of organization is the rade association. The association has a wide field of seful and proper activities. Concerns in the same indus-y may take common action looking toward improving neir processes of manufacture, standardizing their pro-uct, improving their system of ascertaining costs, obtain-ng credit information and encouraging the development f trade journals. The welfare of employees is one of the nportant matters which can be best developed by co-perating in associations. The present tendency of the rger firms to think of the smaller man in the proper pirit and to assist him in arriving at some practical method f ascertaining his costs and meeting his many other roblems—in short, to live and let live—is to be partic-larly commended.

So to-day the associations of manufacturers, associa-ons of jobbers, associations of merchants, associations f advertisers, are doing good work, and if conducted n a spirit of mutual helpfulness, with the machinery of ne Government standing by subject to call, will help solve problems and remove many of the present handicaps of business.

Another respect in which business may help itself is in the field of foreign trade.

Heretofore the American business man, whether manufacturer or otherwise, has been prone to show an interest in foreign trade only during dull periods. Now that business has improved and factories are running full time in this country, I am afraid there is a growing feeling of indifference toward opportunities ahead. The theory has been advanced that it will require years for the countries now at war to resume their normal rate of production, and that the business is bound to come to us anyhow. This is a serious mistake. It was only a few months after the Franco-Prussian war when France was producing almost as much as before. She did not recover her normal purchasing power for twelve years, but this was due to the heavy indemnity Germany laid upon her.

The American manufacturer should realize that not a smokestack has been destroyed during this war in England, Germany, or Italy, and only a few in a small part of France.

Unless we take advantage of the great opportunity we now have we will find that ninety days after the war is over Germany, France and England, and other European nations, will be on their way to a position in the markets of the world even stronger than they occupied before.

True business preparedness demands that every American manufacturer who makes a product that can be sold abroad should aim to sell from 10 to 20 per cent. of his output to foreign consumers. A market which includes both foreign and domestic business stabilizes industry and insures the manufacturer, his employees, and the country against the worst effects of financial and commercial depressions.

Business men are not lawyers, and naturally, their thoughts running in other channels, they evolve some strange ideas as to the construction of certain laws. I was recently astonished to learn that the belief exists among many of them that *non-competing* firms cannot co-operate and form selling agencies to develop foreign business. This idea is unfortunate, and I fear that it has resulted in actually restraining the development of our commerce abroad. And I might mention, by the way, that such commerce can now be more easily developed, since for the first time in our history we have begun to establish our own banks abroad, thus removing many of the difficulties surrounding foreign exchange and credit information. With American branch banks established in South America and projected in the far East, there is no reason why our business expansion should halt.

Perhaps you may think that I am over earnest in this advocacy of organization, higher efficiency in business methods and modern practices, the adoption of European ideals of thoroughness, the standardizing of accounting, but my earnestness proceeds from an understanding of the conditions which confront American business. The Great War has brought to us great opportunities, and

equally great dangers. The thought that we must keep in mind is: After the war, what? Shall we grow and expand while the growing is good, or calmly wait the time when peace in Europe will be followed immediately by fierce competition not only in foreign markets but in our domestic market as well?

Have we an inventory of our business resources? Are they being developed to the best advantage? Are our associations doing all they can? Are our methods and processes standardized? In short, are our *industries mobilized?*

Industrial preparedness must be the watchword. Let us have better organization and greater efficiency at home; let us push our trade abroad; let us develop our industry so strongly that no foreign competition can dislodge it.

CENTENARY OF ROYAL DOULTON.

DOULTON'S was founded in Vauxhall, London, in 1815, and celebrates this present year its centenary —a hundred years of growth, progress, and splendid achievement. Beginning with a very small pottery for the making of common stoneware vessels for household use, there has developed the huge establishment which to day has a reputation and fame that is worldwide.

From Vauxhall the business was removed in 1826 to Lambeth, which had been the seat of pottery manufacture for two or three centuries. Here the increasing demand for their products compelled steady enlargement of the works, which were still further increased when Henry Doulton began the manufacture of glazed stoneware drain-pipe for sanitary purposes. In 1850 the firm erected additional factories at St. Helens and Rowley Regis, specially devoted to sanitary wares, and with these in operation were the largest producers of sanitary goods in the world. In 1851 the Doultons made their first great exhibit of architectural and horticultural terra cotta at the International Exhibition of London, being awarded the chief medals; and there has not been a great exhibition in the world since that time at which the Doultons have not been represented and received the very highest honors—London in 1862, Paris in 1867, Vienna in 1873 and Philadelphia in 1876 all accorded their tribute. About this time Mr. Doulton revived the old salt glaze art stoneware, in beautiful colors and brilliant effects. These included the celebrated "Lambeth Faience," "Silicon," and "Marqueterie Wares," for which they received the Grand Prix in Paris, 1878, besides numerous gold medals.

The next and most important advance was made in 1877 when the Doultons acquired extensive factories at Burslem, Staffordshire, for the production of china and earthenware. Here, as at Lambeth, they collected a staff of fine artists, and the new venture was successful from the start. Public and official recognition was gratifyingly prompt. In 1885 the late King Edward VII (then Prince of Wales) made a special visit to Lambeth to present to Henry Doulton the Albert Medal of the Society of Arts "in recognition of the impulse given by him to the production of artistic pottery," and in 1887 he was knighted by the late Queen Victoria for similar services.

The same approval has been given at the more recent world exhibitions—Paris in 1889, Chicago in 1893, St. Louis in 1903, all contributing grand prix, besides twenty-seven medals to individual artists of the firm. The humble factory of 1815 has grown into the huge organization of 1915 with about 5,000 persons engaged in the various works, offices and studios.

The most recent triumph is the reproduction of the ancient Chinese rouge flambe, sang de boeuf, and peach-blow effects, specimens of which have been acquired by the British and chief museums of Europe. Kept a secret for centuries, this mystery was finally solved by the Royal Doulton factory at Burslem, and they are now producing these beautiful ruby glazes with great success, so that to-day the collector and lover of ceramics of ordinary means may possess as choice an example of rouge flambe as was formerly the privilege only of the richest.

COLOSSAL JAR IS PART OF DOWRY.

THE University Museum of Philadelphia has just received from its South American expedition, of which Dr. William C. Farabee is leader, a collection of colossal pottery from the Conebo Indians who live in Peru along the headwaters of the Amazon. These jars are notable not only for their size, as they will hold several barrels, but for their great strength. The Indians have a peculiar clay which they mix with ashes, and this makes pottery so strong that some good-sized bowls have sides as thin as paper. These bowls and jars are painted and decorated rather crudely, hut they have very beautiful shapes. The extraordinary thing is that this is the only art possessed by this tribe. The Conebo Indians are so elementary that they have not even any iron tools.

Every family has, or is supposed to have, one of these jars, which is part of the outfit of every bride. When a girl approaches twelve a great jar is made for her, and then all the women of the tribe gather together to brew a native beer. They have afternoon parties, and the process is interesting. There are certain plants and nuts which are necessary to make the beer. These are chewed up by the girls and women and spit into the jar. When enough is accumulated—say, after three afternoon teas—the jar is filled with water, and it is left to ferment. By the time the party is held the concoction is rather heady. All of the people get comfortably tipsy, but the bride is expected to get fully intoxicated. Then some barbaric, and to us horrible, rites are performed, and the young lady is considered introduced into society. She is then eligible for marriage, and takes along the jar as part of her dowry.

ACCEPT our best wishes for a Happy and Prosperous New Year, as well as our thanks for the favors of the past.

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A successful reproduction of the exquisite Royal Worcester Ivory body China (Wall body) in dinner ware, tea ware and various utility services.

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Standard types of patterns in new ideas and a greater variety than ever before.

Wileman & Co.,

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A complete new dinner ware and tea ware model with appropiate decorations in novel and standard types. Earthenware novelties.

Allertons, Limited,

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Maintain their prestige as producers of superior values in Individual Breakfast Sets, Tea ware and short lines by adding new shapes and a variety of new decorations for next season.

WE cannot expect that anyone can have a MERRY CHRISTMAS or a HAPPY NEW YEAR under present appalling conditions. We wish, however, to express the hope that peace and goodwill may reign before another Christmas time. In this wish we are joined by the firms we represent:

Messrs. John Maddock & Sons.
Messrs. Worcester Royal Porcelain Co., Ltd.
Messrs. Allertons, Ltd.
Messrs. Wileman & Co.
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As to business, we are glad to say our sales and deliveries this year are larger than last year and the factories are still going strong, and we hope and expect to be able to take care of our friends.

MADDOCK & MILLER, Inc.

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Our new lines on view early in January will be larger and more varied than ever. Regular delivery of goods guaranteed.

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The Development of Chicago as a Trade Center.

By GUY W. WHITCOMB.

NOTHING in the progress of trade throughout the country has been more remarkable than the development of Chicago as a central market for buyers. Recent years, and in particular the last one, have seen a more rapid growth of this market than all the other years of the last decade combined. Not only have the manufacturers' representatives who have been established in the city for a long period of time prospered and enlarged their establishments, but new ones have come. The latter have been placed here by factories which have come to recognize the growing importance of the city as a trade center, while new plants which have started in recent years have seldom failed to figure on a Chicago office in their original form.

Taking the line of cut glass for illustration, an amazing development is found. Conditions for the actual manufacture and cutting of glass in the city proper are not considered first class, any more than they are in any large city where labor and taxes are high. However, the situation in this respect has been overcome by establishing numerous manufacturing and cutting plants in the small towns located on railroads near the city; and within a radius of a hundred miles of Chicago, especially south and southeast, the country is dotted with flourishing factories which have their offices and display rooms in the tall buildings of the down-town district of the city.

During the past year, when unusual conditions have prevailed because of the great war, which has limited to a serious extent the importation of some of the chemicals necessary in the manufacture of glass, these factories have seldom suspended operation, even for brief periods, owing to the fact that the demand from the main sales offices located in the city proper has been heavy at all times. While a few have been forced to curtail manufacture on account of the shortage of lead blanks, the volume of cut glass produced during the past year will beyond a doubt lead all previous years, as far as this market is concerned.

The completion of the Panama Canal promises to have a marked influence on Chicago as a trade center in the cut glass business, owing to the fact that it is now possible to secure advantageous rates to the Pacific Coast by the way of water. When the proposed deep waterway, connecting Chicago with the Mississippi River, by way of the Illinois River, is completed, the city will have a watercourse all the way to the Pacific Coast, with a rate on cut glass which will be low enough to warrant firms taking all the business which representatives in the rich states of California, Oregon and Washington can secure for them. Chicago cut glass firms have long been awake to the possibilities of the Pacific Coast region as a trade field, but the heavy tariffs of the railroads and the expense of doing business, along with the small margin of profit on cut glass, has caused them to go slow. Conditions have changed since the completion of the Canal, however, and during the next year it is expected that local cut glass concerns will make a determined effort to secure the business which is waiting for them in the land of sunshine and flowers.

No less remarkable than the development and the plans of the cut glass interests of the city is the progress made by the china houses which have been wise enough to make this city a headquarters for the securing of business in recent years. In this field the manufacturers' representative system has been worked out to a high degree of efficiency, and the representatives of the advertised lines of china who a few years ago were simply salesmen with offices, plugging hard for business all the time, are now firmly established branches with a large patronage and display rooms which will compare favorably with any in the country. The development of rich deposits of clay in the Ohio district has given a mighty impetus to the pottery industry in Chicago in recent years, and the city is the logical central market for the merchandising of goods manufactured in this district. The distance for shipment is small, and with travelers covering the rich Western and Northwestern trade fields out of Chicago, and with displays of the full lines of these potteries in the city where they can be seen by the Western visitors, the volume of business turned in by the factory representatives of Chicago has increased by leaps and bounds in recent times.

While of course New York is recognized by the buyers as the center for the import pottery trade, the salesmen for these houses are frequent visitors in Chicago, and stay for many days with a full line of samples at the leading hotels. The demands of the trade are coming to require the presence of these salesmen more and more, until in the opinion of those who ought to know it is only a question of time until even these import houses will see the wisdom of establishing a permanent base of operations in Chicago.

The unusual conditions which have prevailed during the past year as a direct result of the war have not found the domestic china men of Chicago asleep at the switch. They have made the most of the opportunity presented

by the lack of imported ware, and the manufacturers' representatives who have to sell high grade china of domestic manufacture have been working early and late, with the result that they are one and all able to report a banner year. The longer the war lasts, they figure, the better is their chance to make inroads among that class of trade which has heretofore demanded imported pottery to the exclusion of everything else.

The rapid growth of the city during the past year has not failed to include the development of department stores. Two events of significance during the year in the department store field are the completion of the new $1,500,000 addition to the Boston Store, which has resulted in giving the china and glassware department of that store double the former space, and the completion of an entire new building for the well-known north side department store firm of Loren Miller & Co. In addition, the department at Mandel Brothers, located on the sixth floor, has been increased in size, owing to the fact that several months ago the housefurnishings department, formerly located in the basement, was moved to the sixth floor, where everything is now together. During the early part of the year a vigorous fight was made by the department stores on the city ordinance which will not permit them to use sub-basements for the purposes of retail trade. The department stores won a victory in the municipal court, and while the city, somewhat incensed at defeat, has announced an intention of taking the matter before a higher bench, there is little question but that the contention of the department stores that the ordinance is not constitutional will be upheld by the higher court, as it was in the lower.

One of the things which will do more than anything else to develop Chicago as a trade center is the construction of a subway, which cannot now be long delayed. The congestion of traffic in this city of 2,500,000 souls is greater than in any city of the world, and in no city in the world are the transportation facilities less able to cope with the masses. Fast as the city is growing, it would grow faster with the construction of a subway, which would enable persons living a number of miles from the center of the city to get downtown to their employment or to do their shopping in a few minutes. Most of the merchants in the outlying districts are broad enough to see that the construction of the proposed subway will help them rather than take trade to the loop district. With the construction of a subway these districts, growing slowly now because they are so far away from the downtown district, would experience a new boom, which would swell the sales of the department stores of the districts as well as the other stores where china, glassware, lamps and similar goods are sold. The downtown department stores would likewise benefit through the general growth of the city which would be certain to follow.

While the cut glass and chinaware business has seen a growth which is well in keeping with the general expansion of the city, there is another line which claims the attention of no small number of factory representatives, and the growth of which contains points no less worthy of admiration than those which have marked the progress in the two first-named fields. This is the lighting glassware line, which is manufactured for the most part in Ohio and Pennsylvania, but which meets with an enormous sale both here and at other points in the Middle West which are covered by salesmen operating from this base. Early in the year a disastrous strike was called in the building trades of the city, including the carpenters, painters, and interior decorators. For more than thirteen weeks the wrangle between the unions and the contractors over the wage scale seesawed back and forth, while the construction work remained prostrate. These were blue days for the lighting glass men. There were neither orders nor the hope of orders until the strike was settled. When the gloom was deepest, down swooped the Federal government, represented by the local district attorney, and indictments were found against forty members of the trade here on the ground that they had been parties to a conspiracy in restraint of trade. No small amount of excitement was caused at the time; but the government has never pressed the case, and it is now generally accepted that this will not be done, since it was the intention of the authorities only to bring to a termination certain practices on the part of the local organization of lighting glass men. From the minute the government showed its teeth everything which smacked of price agreement among the local members of the trade has been tabooed, and it is not expected that there will be further trouble. When peace came at last there was a brief period of recovery from the long idleness, and then came a boom such as has seldom been witnessed in the lighting glass line. The number of building permits issued grew by leaps and bounds, while all construction work went ahead at a rapid pace. From present appearances it seems that the average for this year in the lighting glass line will compare favorably with that of other years.

With the preparation of this article in mind, the writer made inquries among the members of the trade here with a view to learning how they regarded the business they have done during this past year, when business conditions have been upside down because of the war, and in every instance the greatest satisfaction was expressed. The only trouble at the present writing is the difficulty which the cut glass manufacturers are having in getting blanks, because of the shortage of potash, and also the inability of the import china decorators to secure goods from the other side. In recent weeks larger shipments have been coming through, which have enabled many of those in this branch to do better in filling holiday orders than they had supposed possible; but the importation, of course, is dependent upon the fortunes of war, and consequently very uncertain. Even these firms, however, laboring as they are, under unusual difficulties, are optimistic and cheerful, on the theory that it is better to have orders for goods which cannot be secured than to have goods for which the orders cannot be obtained.



Palace of Fine Arts, Panama-Pacific Exposition

Photographed by Arthur V. Rose, with Haviland & Co.

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Pointers for Retail Salespeople.

By BRUCE MACDONALD.

H. LING, manager of the china, glass and art ware department of Mandel Brothers, the large Chicago partment store, was cornered for a few minutes one y recently and asked several questions about salesman-ip, viewed from the standpoint of a fine art.

"Have you a respect for the subject of salesmanship?" as the first query put to the genial buyer.

"Yes, indeed," was the answer, "I have a very great spect for the subject of salesmanship. For many years have read and studied every scrap of writing on the bject which has come to my attention. While I am nvinced that little which is new can be said in the mat-r, I can cloak my remarks in language which may weave some hints not hitherto given prominence in similar scussions. No matter where you go, the basic elements salesmanship will in every case be found the same. n this point the successful salesmen in every field are reed."

"But perhaps business conditions during the past year ve developed some new tricks in salesmanship to suit e present situation," was the suggestion made to Mr. ng.

"True," was the reply, "business conditions today are ore trying than any with which the American merchant s had to contend for many years. But it is rather a se of more careful application of the old principles than the working out of new tricks. The conditions which w prevail call upon the salesman for more work—ork with a truer and deeper sense of responsibility on e part of the individual. The great success in sales-anship comes to those who take the same interest in eir stock as if their own money had paid for it. We ust also acquire a knowledge of the merchandise we are ling. To know a cup simply as a cup is not of much lue. Know who made it; know how it is made; know e quality; know the material. If you are selling china, ow why china is called china, and porcelain is called rcelain. Know the difference between what is called e-proof china' and the 'china' which is used on the din-g table. In simple language, know your merchandise, in der that you may be able to speak and act with authority nen you are dealing with customers. Let knowledge your ammunition, and you will command the situa-n. Do this, and you will win success just as surely a great general wins a battle by his knowledge of the country over which his army and the army of the enemy are operating."

"What is the value of personality in the sale of goods, Mr. Ling?"

"Personality is a great stepping-stone to success. There can be little question about that. The salesperson ought to have in mind all the time that he or she is the representa-tive of the firm in all negotiations with customers. Hence personality should be cultivated. Courtesy is one of the prime things to be considered. It is something within the reach of every person who sells goods, and requires no particular talent to cultivate. For that reason the lack of this trait can be attributed only to a desire on the part of the salesman or saleswoman to act otherwise."

"How about neatness? Much has been said pro and con on this subject. Do not some of the salesmen and saleswomen in the cities overdress?"

"Neatness is an essential feature of the successful salesman; but you must remember that neatness is something which is entirely aside from the value of clothing worn. It has to do with the careful upkeep of the person, regardless of the quality of the clothes. Neatness has to do with the arrangement of the hair, the absence of jewelry, the condition of the hands, nails and breath. Neatness is really a compliment to the other members of society. Therefore a lack of neatness seems to imply a disregard of customers, and when allowed to continue will do much harm to both the salesman who is at fault and the firm for which he works."

"What is your opinion of the small details in salesmanship?"

"Now you have asked me something to which I am more than glad to make reply," said Mr. Ling, slapping a hand on his desk for emphasis. "Attention to small details when waiting on the trade is really the thing which distinguishes a high-class salesman from one of the ordinary sort—although there should be no such term as ordinary when applied to salesmen. They are either good or bad. How often have we received complaints from some customer who threatens to 'close my account' or 'never come into the store again,' all because they have received some discourtesy or inattention in some section from an individual who occupies the post of salesman. Has the injustice of this condition ever entered your mind? Can you think of anything worse than a person

taking a salary from a firm and then insulting the only source by which the firm exists—namely, the customer?"

"How do you handle the customer who is 'just looking'?"

"I am glad you asked me that, for we pay particular attention to that sort of customer in our department. They are the cases which must be given special attention. If this customer could be certain that you have in stock the exact article for which she is 'just looking' she would not long hesitate in making a purchase. The salesman should make a careful study of the customer, and help her look. Show her the entire stock rather than let her walk out with the impression that you have nothing which will answer her purpose. At the end of your effort, if your customer has not found that for which she was looking, the chances are that your courtesy and attention will have so impressed her that she will return to you when she has finished at the other stores. She will make the purchase because of your courteous attention, although she will tell you that in the other stores she did not find anything which 'suited her quite as well.' In addition to that, the salesman has made a customer not only for that day, but for all time. Nothing takes with the public, and especially women, like courtesy."

"Of course, you believe the salesman should tell the truth about the goods he sells?"

"Absolutely. Not only from an ethical standpoint, but also because it is poor business to misrepresent. The salesman who lies and rubs his hands on the strength of a sale he has made as a result of his lie is in a fool's paradise. If the salesman is not certain about a piece of goods he should call his buyer or department manager. He should let his every act be one to gain the confidence of his customer. He can do this at all times quickly if he has confidence in his own ability, in the worth of the goods he sells, and in the firm which he represents."

"What would you say about the method of approach, of which there has been so much discussion?"

"Have you ever watched two salesmen start for a customer? One comes up with the measured tread of a funeral march. The other makes a dive like a full-back going at a hole in the line with two yards to make on the fourth down. Both are wrong. One disgusts and irritates the customer, and the other disconcerts him to the extent that he may place a hand on his pocket-book, figuratively speaking. The middle course is best. The clever salesman welcomes the customer. He does not merely meet him. He comes up with a quick, decided step, and a smile of greeting which often converts a person who has come 'just to look' into a customer before he has said a word. A happy smile—not a smirk—is one of the greatest assets a salesman can have. Like courtesy, it is always available and costs nothing. It will carry a salesman half way in the making of a sale. The salesman who meets his customer with a frozen face and fish-like eyes expressing suspicion of the caller's financial status ought to be given what is coming to him and thrown out of the building. He should not be permitted to walk out."

"What have you to say, Mr. Ling, about suggestions on the part of the salesman in his dealings with the customer?"

"Suggestions are much overlooked. If department managers would teach their salesmen the value of suggestions more goods would be sold. If salesmen would only suggest new items after the goods called for have been sold, stocks would be turned much more rapidly. Of course, many of the successful salesmen are experts at this; but, on the other hand, many are careless, or laggards of the 'don't care' kind."

"Of course you have a high opinion of loyalty on the part of the salesman?"

"Indeed, I have," said Mr. Ling, as he turned to sign an order which a clerk presented, "and my suggestion to the salesman who wishes to get ahead is that he should not watch the clock night and morning. Loyalty does not require floor-walkers to call 'Forward!' or 'Sale!' or some other word to attract the attention of the salesperson, for loyalty will enable the latter to see the customer as quickly as any floor-walker. Loyalty is one of the most beautiful things in business life. There is no come-back with loyalty. It just covers the possessor with a cloak of confidence; and every firm, every manager, every superintendent, every aisle manager and buyer recognizes it at once and, in recognizing, advances and trusts."

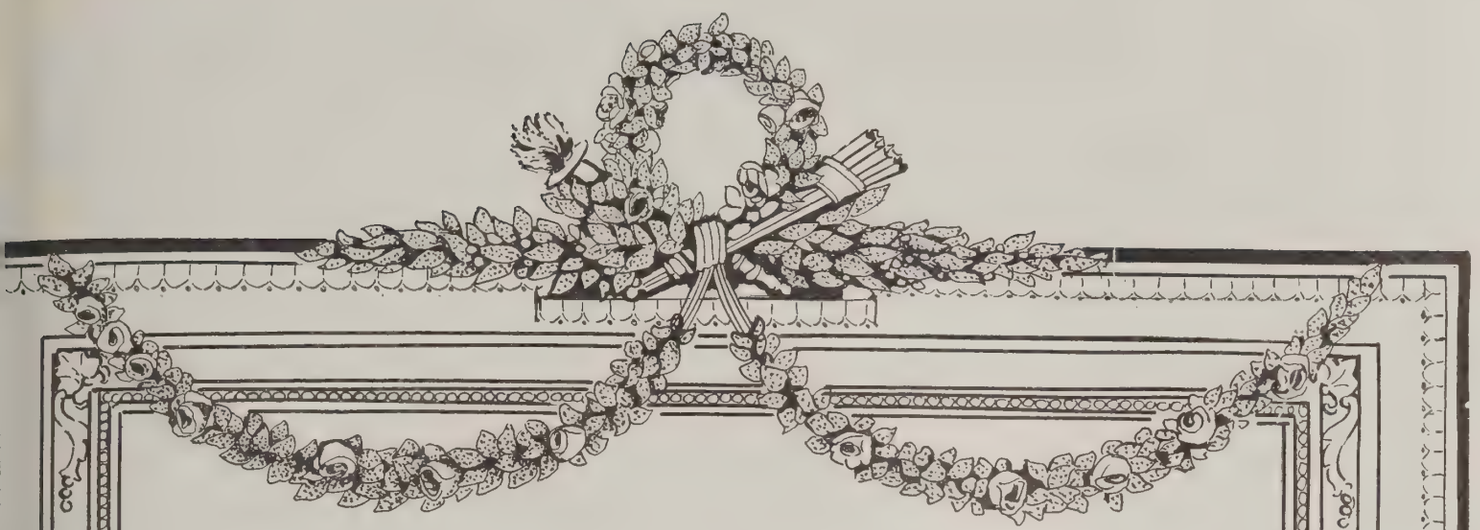
HOW TO PHOTOGRAPH A WINDOW.

TO overcome the reflections on the window glass when taking photographs of a display, "Playthings" makes these suggestions:

If there is a broad street before your window it will be quite hard to take a good picture by day; it is always darker in your window than it is outside, and the opposite conditions should prevail. But you can get it at night. See that your electric lights, while flooding the window, are themselves hidden from the street. If you have a good lens, from ten to thirty minutes' exposure will be enough. People can walk between the camera and the window without injuring the picture—provided they don't stop too long.

A good time to photograph a window is just before sunrise. The light is strong and penetrating, and a good picture will usually result. If your window is darker than the street the glass acts as a mirror, reflecting everything on the other side of the street. If the sun shines on your window, and the opposite side of the street is dark, there will be no reflection of foreign objects in your picture.

A method often adopted with good success is as follows: Make a cloth screen of black cambric, sufficiently large to shut off all reflections when raised before the window. Fasten the two upper corners to poles, and when about to take the picture have two men or boys hold it back of the camera. All reflections will be avoided, and a clear picture will be the result.



L. Bernardaud & Co.

Limoges, France.

FINE FRENCH CHINA.

WE are prepared for the coming season with samples of new designs for import, and with a complete assortment of open stock patterns for immediate delivery.

SOLE AGENTS FOR THE UNITED STATES:

L. Bernardaud & Co.,

46 Murray Street, New York.


ROBERT RAWSTHORNE
ENGRAVING COMPANY
PRINTING PLATES,
for any form of advertising.
To adequately illustrate the "Special Features" of your Ware and forcibly display the "Selling Points" requires expert, intelligent co-operation from your Engraver. Advise us of your requirements.
"Service that Satisfies."
304 PENN AVE., PITTSBURGH, PA

WE ARE READY FOR 1916.

February first will find us in good shape to show the trade our new samples.

It is conceded that the average European manufacturer has not lately made many novelties; still, with all the handicaps brought about by the war we will have lines surpassing all our previous efforts.

In Limoges the MARTIN factory is now putting the finishing touches to our new samples, which will be quite a departure and will be offered at very low prices with a promise of prompt deliveries.

The KOSTA factory in Sweden will send us an extraordinary line of new patterns, consisting of Etchings, Rock Crystal Stemware and a large fancy line of Colored Glassware.

All the new samples will be shown in our completely renovated showrooms, improved and decorated anew to receive the splendid collection of new merchandise we will have to offer to the trade.

We are ready to serve you well and quickly, and hope to be favored with your visit when you come to the New York market in quest of new goods.

J. H. VENON, Inc.,

104 Fifth Avenue, New York City.

NEW YORK OFFICE

BRYCE BROTHERS COMPANY,

"Two=Forty" Fifth Avenue.

Blown Lead Glassware

OF EVERY DESCRIPTION.

Cut, Etched, Engraved, Gilded,

240 = = = = FIFTH AVENUE = = = = 240

FLORAL CRYSTAL

Glassware—Blown and Cut.

FLORAL CUTTINGS.

HEAVY AND LIGHT BLANKS.

Tumblers, Bowls, Jugs, Vases, Colognes.

Duncan Dithridge,

240 = = FIFTH AVENUE = = 240

Henry Creange

INCORPORATED

Fifth Avenue Building

MADISON SQUARE

GINORI

ROYAL ITALIAN CHINA

OLD ABBEY

LIMOGES

C. M. HUTSCHENREUTHER

HOHENBERG

JOHN AYNSLEY & SONS

ENGLISH CHINA

EDENHALL CRYSTAL

The same high grade of specialized workmanship and design runs through each of these five great factories.

For 1916.

The MAYFLOWER

(*Patent Pending*)

OUR NEW SHAPE

FIFTY NEW DECORATIONS TO SELECT FROM

Trade Mark



EDWIN M. KNOWLES
CHINA CO.

Trade Mark



EDWIN M. KNOWLES
CHINA CO.

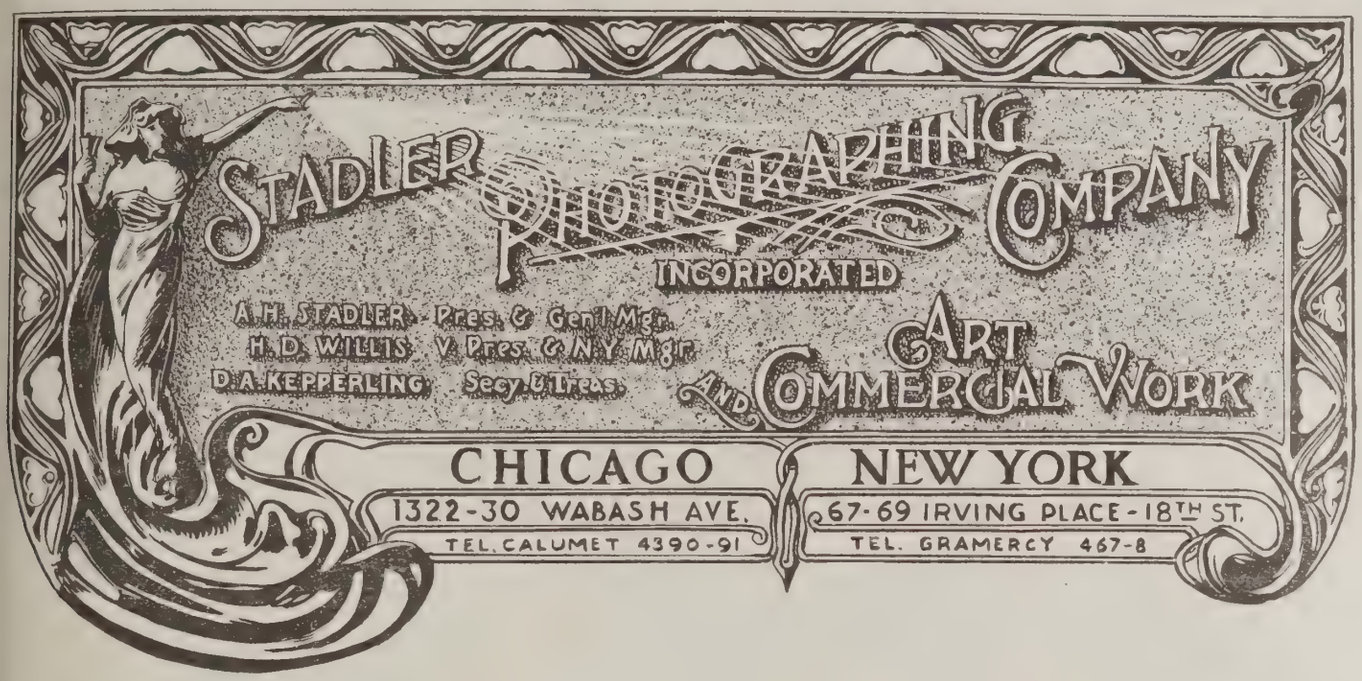
STOP! LOOK! You cannot pass it by!

ROOM 724, FORT PITT HOTEL, IN JANUARY

THE

EDWIN M. KNOWLES CHINA CO.

East Liverpool, Ohio.



Twenty years ago we began to prepare to meet a constant and increasing demand for Commercial Photography. The demand has come. We are meeting it to the satisfaction of many good friends in the Glass and China trade, and to them we are under obligation, which we endeavor to pay by maintaining the very highest standard in Photography.

Most of the illustrations in this and past issues of the Crockery and Glass Journal are from Stadler Photographs.

STADLER PHOTOGRAPHING CO., Inc.,

New York. Chicago.

THE MIKADO

Underglaze Blue Dinner Ware

Design Patented

ON IMPORT

Matchings from Stock in N. Y.



This Blue will run true to color on best selection of

White Body China

Controlled Exclusively by us

ALSO

HOWO—Blue and White

SEIJI—Light Green Glaze

On Japanese Kiji Body

Open Stock in N. Y.

DINNER, LUNCH AND PORCH SETS

IMPORT LINES READY FOR 1916

FANCY CHINA ON WHITE BODY—New Shapes, New Decorations, Prices Right. Assortments as you want them.

BASKETS FOR ALL USES—Bamboo and Willow, Colored or Natural.

VASES—China or Pottery.

LAMPS—Bronze, Pottery or Bamboo—for Electric, Oil or Gas.

LAMP SHADES—Bamboo, Lacquer, Fancy Woods.

JAPANESE FLOWERS for Interior Decorations, Toys, Lacquer Goods and Novelties.

OUR SPECIALTY

Awaji Pottery

FOR

Porch Sets
Lunch Sets

FOUR COLORS:
Corn Yellow
Mulberry
Olive Green
Old Blue

In Complete Lines of Each.

ALSO CHINESE CRACKLE—WHITE BODY

Chicago Office, Room 15, Palmer House
Boston Office, 41 Pearl Street
Branches at Nagoya, Yokohama and Kobe, Japan

THE TAJIMI CO.
IMPORTERS OF
JAPANESE GOODS
597 Broadway
New York

What Kind of Toys to Give the Child.

WHEN Heinrik Ibsen, master dramatic and psychologist, wrote "A Doll's House" he made Nora, in her wild plea for the individuality of woman, cry out to Torwald (her husband): "I have never been happy, only merry. And you have always been so kind to me. But our house has been nothing but a playroom. Here I have been your doll wife, just as at home I used to be Papa's doll child. And the children in their turn have been my dolls. I thought it was fun when you played with me, just as the children did when I played with them. That—has been marriage."

Now, however, psychologists read a new meaning into the lines and, as a result of some interesting experiments in psycho-analysis, point out that while Nora shattered her doll's house by leaving her husband, the average woman seeks hers through the doll's house. And, they declare, at least seventy-five per cent. of the wrecked lives and matrimonial failures of to-day could have been avoided had the proper toys been put into the hands of these men and women when they were children.

Matrimony as conceived by the little girl and played in her doll's house leaves upon her subconscious self an influence that is never dislodged, says the Philadelphia "North American." To be sure, she bases this connubial drama upon her own father and mother, since mimicry is always a child's creative play; but the dolls she plays with, their type and their number, shape her opinions of men in later years.

Back of each plaything in the nursery, in fact there lies—as the psychologists point out—a real individuality for the child which is undreamt of by the grown-up. To the wee boy or girl the toy is "real" and cannot be accepted just as an amusement for the moment. He or she endows it with life, and only too often it becomes a Frankenstein in later years when the toy has seemingly been forgotten.

Grostesque toys and malshaped animals given to children arouse, so experiments show, first, interest through novelty, then pity, then affection, and so inadvertently bias the child's mind and confuse beauty and ugliness into a distorted demand for the unusual.

Too many mechanical playthings that merely require "winding up" dull the creative instincts of the child and prevent the developing of skill with the hands and make eventually a stupid man; too many handsome toys, with no necessity for the magic words "let's pretend," dull the imagination and make the brain slow and the body inactive; handsome and elaborately dressed dolls make extravagant women, with an insatiable appetite for beautiful clothes, but a chronic ennui; fragile toys, which are inevitably associated in the child's mind with the admonition "Now be careful," tend to make a timid man or woman, fearful of mistakes and lacking self-reliance. Added to this, the necessity for accepting and thanking a disliked person for a toy breeds a subconscious antipathy to persons of that type that reacts in many strange ways in later years.

The attitude of the father or mother, or other members of the family, toward some cherished plaything often arouses in a youthful heart a storm of anger that sows the seeds of a bitter family dissension, perhaps a quarter of a century later; and so, while every effort is made by the parents and the school teacher to drill and train the outward child they know, the subconscious mind of the inward child is shaped by its toys.

Too many handsomely dressed dolls with clothes that were sewed on was, for instance, proved by psychology to lie back of the willful extravagance of a young girl whose mother complained that not only was she continually buying frocks and hats, but that once possessed of them she took no care of them at all. The love of these elaborate dresses was bred in while a child by those marvelous dolls, but as she could not take off and put on their tiny garments her subconscious self did not learn to be particular about clothes, and no amount of outside training by rule could make her naturally careful.

Anther mother who appeared in court, where her son was charged with assault and battery, complained bitterly that her boy was so truculent that he was constantly losing his position through quarrels, and that in spite of the fact that neither she nor his father had bad tempers.

But psychology answered that when the lad was at the "fighting age" he was constantly punished for his natural boyish battles until the desire for fighting took secret possession of his subconscious self. He should have been admonished, of course, say the scientists, but he should also have been encouraged to play with toys or take part in games that contained the element of conflict and victory, and thus given the impetus to lift the fighting instinct higher up—to conquer mind, not matter.

Still a third mother, who complained that her married daughter had a strange aversion to children and lavished

her affection upon a tiny monkey, two queer little dogs and a mud turtle, and that she and her husband were estranged in consequence, was told flatly that her daughter was only repeating in an exaggerated form her own tastes. It was proved by a little questioning, in fact, that the mother had thought funny animals and grotesque toys "cute," and filled her playroom with virtual cubist articles. The little girl had never owned a really pretty doll that might have initiated her into a vicarious understanding of the tenderness and sweetness of motherhood. The zest for the novel and the bizarre in the mother became in the child a morbid craving for the unusual and even the grotesque.

Thus groping back across the years, science links the playroom and the marriage altar, and proves conclusively that the three strongest factors in the life of even the most individualistic man or woman have always been, first, heredity; second, the attitude the child develops toward its parents, and third, the playthings and the subconscious influences toward beauty and goodness or ugliness and badness that is expressed in their fondness or distaste for the different toys.

Milton was right when he said:

> The childhood shows the man
> As morning shows the day.

And those whose interest in eugenics has led them to put forth so strong a plea for pretty dolls and teaching the little girl how to care for them are also right, for it is by play that the child is first taught and whose impressions are the most lasting.

In fact, Dr. Freud (according to Max Eastman, who is one of those most keenly interested in psycho-analysis) goes even further, and says that virtually all mental and nervous diseases have their deepest origin in the childhood of the patient. People of neurotic constitution are just, he says, people who have never broken away, in the depths of their hearts, from a family situation. They are still dominated by the passions which possessed them as little children. In fact, what is called a "nervous person" is often no more than a grown-up infant struggling with the problems of maturity, hampered—even shackled—by the toys of the nursery.

Mrs. J. Scott Anderson, who heads the successful Montessori school at Torresdale, and whose success as a teacher of deaf children and in phonetic lessons in reading have made her a notable figure in the international education congresses for several years, believes implicitly in the influence of toys upon the children, and later upon the men and women.

"Anyone," she says, "who has to do with small boys and girls must perforce admit the influence of playthings, and, in fact, to some extent this is taken into consideration in the Montessori method. We use, for instance, a doll whose clothes button and hook and fasten with lots of little catches, and this doll the children dress and undress, teaching their often clumsy little fingers to be flexible and quick, while at the same time the child absorbs an unconscious lesson in the care of its clothes. The creative instinct in a child is wonderfully fostered by the use of blocks and the building of specially designed houses with them, while quickness of eye and rapid thought are learned by the piecing together or picture pizzles, and a child can learn kindness to animals as quickly with his stuffed dog or cat as he can with the living animal.

"Personally, I do not believe that mechanical toys are good for children. They, too, represent the taste of the grown-ups who can appreciate the mechanical skill which is a closed book to the child. The child doesn't like things that 'wind up,' they are not 'real' to it, and while, of course, they are interested as long as it is a novelty, the mechanical toy never gains a place in a child's affection and is generally soon broken. The majority of parents assume that the child pulls the toy apart to 'see what makes it go,' but more often than not, the destruction is based upon a subconscious antagonism to the plaything. In this fashion it breeds not only ugly little thoughts in the mind of the boy or girl, but it also fosters in them the destructive instinct. This instinct is generally strong anyway, and is only overcome by a continual cultivating of the constructive side of the youthful nature.

"What is more," continues Mrs. Anderson, "not only is the child's attitude toward life influenced by its toys, but its attitude toward its parents is unconsciously exhibited by the way it plays with them. Of course, all child's play is mimicry unless it is playing some game that it has been taught. Children near a cemetery will inevitably play funeral, those whose house is near a garage play automobile, and the children of richer parents play at 'giving parties' and 'going visiting,' while a trip to the theatre leads always to the giving of a play, and so it is not to be wondered at that the little girl, especially, makes her dolls enact the domestic drama of her own home.

"It may sound very funny when the tiny child lisps (speaking for the father doll). 'Why de devil ain't dinner weady? Damn fine way to keep house,' and then makes the mother retort in much the same sort of language; but the result is serious, for the child is expressing what is to her the highest ideal of matrimony. For mother and father are always a child's ideals, and, therefore, when in later years this child grown to womanhood seeks a husband, that same poignant point of view lies within her subconscious mind.

"In like fashion the little girl who is always scolding her dolls shows that in her mind her mother is most nearly associated with punishment and is breeding in her little daughter's heart an antagonism that will probably cause the older woman many heartbreaks when the child is old enough to express that antagonism by a lack of confidence or open quarreling.

"The little mother who says to her dolls, 'Chillen is nuisances, I wis you was all in an norphing asylum,' merely expresses the sentiment she has surprised in her own mother, and sometimes grows up with an aversion to



The first successful and merchantable Underglaze Printing done in America. By D. F. Haynes & Co., Baltimore. Md., in 1877.

children that is tragic.

"For the child, you see, is an unconscious egoist. He or she takes everything to heart in a personal fashion, and in the new psychological method of giving a child a word and asking it to give any other word suggested by it, it will be found inevitably that the response will be of some household object or personal possession or incident in which the child figured. It seldom, if ever, makes an impersonal reply, and when you add to that fact that toys are a child's first personal possession and are received when the little mind and body are in their most plastic form, it is not to be wondered at that the results are felt in after years."

So one may trace the elopement of a society girl with a cabaret dancer back to the days when she owned, but was not allowed to play with, a wonderful dancing doll; and in the embezzler may find the small boy who, forced to put his pennies in a tin bank, discovered that he could sneak back and shake them out again; and in the slatternly woman whose housekeeping is a farce the little girl who had no doll's house to keep neat and no dolls to keep tidy.

For the parent who has already begun to practice this creed of individualism the toy shops to-day offer a wondrous assortment. There are toys to develop the mechanical instinct of the boys; and there are Zeppelins and submarines which, although born of the present war, may teach patriotism and a touch of military obedience.

There are also fat little war babies that will develop the maternal instinct of every little girl, and there are building materials to make little fingers skilful, and puzzles to make little brains work, and doll houses so exquisitely modern in their conveniences and so lovely that surely no matrimonial quarrels could take place in them, and hundreds of other playthings in which the grown-ups will find just as much enjoyment as the children—no matter how much they may deny it; and this, too, has its psychological reason!

WHY IS A SALESMAN?

THERE was once a salesman who fancied himself considerably—and he was really a good salesman.

He rose from $5 to $100 a week, and accumulated many visible signs of prosperity and greatly-augmented chest measure. He became thoroughly convinced that the house was getting more than its share. The margin of gross profit was fairly high, and he determined to go into business for himself—so he could make *all* the money!

So he took what money he had—borrowed a little more, sold stock for some more, and went into business for himself—so he could make all the profit.

One of the first strangers to visit his shop was Col. Fixt Charges, and Ole Man Overhead dropped in casually and camped right there.

And prospects were neither so numerous, nor so ripe, because, knowing his own selling ability, he did not waste time or money in advertising, or mail-drumming, and he had always disapproved of the persistent and elaborate follow-up of the old house.

Yes, sir; he went broke.

He tried several other things, but none of them seemed to work out as per prospectus, and finally he went back to his old boss and said:

"I wish you'd gimme a job. I know I am just as good as I ever was, but I seem to be happier and get better results when I'm working for you."

He doesn't know yet that his star performances of the past were due to the sales plan, which developed interested prospects, to the systematic, persistent, everlasting follow-up; to the intelligent coaching, and the strong support of the Sales Manager.

My experience is that nearly all salesmen are opposed to advertising—particularly to direct mail work and systematic follow-up. Nearly every one will say: "Well, it may do good in some places—but I don't need it in my territory."

And yet everyone who has really tried it knows that the sales-response to advertising in a given territory is about as prompt and positive as the kick of a gun.

At a recent meeting of the directors of a company which employs sixty salesmen and which in the past year has spent about $60,000 in direct advertising, one member said: "With that $60,000 we could almost double our force of salesmen—and salesmen bring in something every week."

To which the General Manager replied: "I would rather increase the advertising to $100,000 and so insure greater efficiency to the present sales force. I know that when I pump advertising into a lagging territory, I get immediate results in increased sales—usually enough to repay the cost—always with sufficient increase of interested prospects to keep the salesmen humping themselves for weeks to come—and with the intangible, but very real, publicity profit, which will show in next year's sales. The third of these divisions of results will come from almost any quality of advertising. The mere power of pertinacity—of iteration and reiteration—insures that much. The quality of the advertising copy and the system under which it is done determine the percentage of direct return, and the quality and industry of the salesmen make prospects profitable, or not, as the case may be.

"There are three links in our selling plan: First advertising; second, salesmen; third, our correspondence department, which follows up both prospects and customers. It is difficult to determine which of these links is most important. The salesman brings in the actual order, but the prospect is two-thirds sold before the salesman sees him.

"The man who gathers the fruit certainly has no more to do with the profitable result than he who plowed, fertilized and planted the ground, or he who cultivated it and opened up the gate of the irrigating ditch when needful.

"Salesmen are important and necessary, as is conclusively proved by the fact that two men working in like territory, under like conditions, produce different results.

But just because the salesman brings home the bacon we must not conclude that he originated, killed and cured the pig.

"The selling plan that depends wholly upon salesmen and ignores advertising and mail follow-up, is about as sensible as the man who walks up ten flights of stairs when the elevator is running. And the salesman who thinks he is the whole works should remember the frog who tried to be as big as a bull—he made a bull, but not of the kind he intended.

"I'll put on more salesmen if you say so, but if I do you must increase the advertising appropriation as well. If we do these two things we will have to increase our plant and equipment, and then, until we get volume up to capacity again, you will have to be content with a reduced percentage of net profit. If you want a diagram of that I'll submit it at our next gathering."

Further conversation seeming uncalled for, and meeting adjourned without date.

What happened to the salesman first hereinbefore mentioned? Oh, he got his job and is making good again. —*Charles Austin Bates, in "Printers' Ink."*

WHEN THE OTHER MAN DRIVES.

SINCE you bought and learned how to drive your own car you no longer take the sincere pleasure you once did in riding around with your friends in their cars. This is not because you are envious (for does not your eight cylinder beauty built Boxby hold the road with any of them?). No, another reason has crabbed what was once a joy.

Confidently, now, simultaneously with your learning to drive the car the consciousness rose in you that among all living drivers there is only one who really knows his business. This one, it is true, has never broken any records for fast work; neither has he spent any unreasonable time studying under Old Prof. Expert Chauffeur. But something deep down inside you, some superhuman instinct, announces that of all the drivers on the roads the only one that can be trusted in a pinch is this here guy. So what happens when the other man drives is something like this:

Young Jack (bringing his car to a sudden halt)—Going out this way?

You (gratefully climbing in)—Thanks. Had a blow-out this morning and when I took it in I thought they'd better overhaul the cylinders. [To yourself as Young Jack narrowly misses a stray dog.] Look here, if you're going to come that sort of thing you'd better let me out. I used to enjoy riding with you, but that was before I understood all about—

Young Jack (unaware that he is interrupting your internal monologue)—Say, I never did tell you how that business came out, did I? You remember Johnson didn't want to do it, but I put it this way to Johnson. [To your horror he turns around as though you were Johnson, quite neglecting the car, which is plunging recklessly to perdition.] "Johnson," I said——

You (too well bred to remark it aloud, but none the less fervently)—You chattering sparrow, turn around and run your car. One inch more and we'd have mashed into that telephone pole. Be reasonable.

Young Jack (the story has been going right on though you haven't heard it)—And then George came in. You know George—the big fellow with the twisted nose? Well, George had been out to lunch and—

You (manfully restraining an impulse to take the wheel into your own hands)—For the love of strawberries and cream, you overgrown simpleton, have a heart! Don't you realize you pretty near shot us over into the river? For two cents I'd—

Young Jack (who, not being a mind-reader, is happily unconscious of the sentiments sizzling in your brain)—So all three of us took the letter and looked it over. Pretty soon Johnson said—

You—Don't look at me; run your blighted machine! Do you think I want to be hauled up for manslaughter? That old fellow with the basket back there wasn't more than two-fifths of a second from kingdom come.

Young Jack (how a human being can sit as he is sitting, right in the same seat with you, and not be conscious of your hostile line of thought is a mystery)—So we all put our heads together and—

You (agonizedly)—Slow up! Slow up! There may be a train on those tracks. There isn't any flagman and—

Young Jack (not abating the speed by a jot)—Well, the letter we framed up was sure a corker and—

You (as the engineer whistles and you shut your eyes)—We're gone sure. [You turn your thoughts to higher things.] Lord, I've done some mean tricks in this life, but—

Young Jack—And then we all signed it. Ha-ha-ha!

You (your last hope gone)—Now I lay me down to—[The locomotive rushes by, its hot breath singeing the nap on the back of your coat. You are safe. Heaven knows how it happened.]

Young Jack—And when old Burbage reads that letter he'll think—

You (you wouldn't let Young Jack drive you a furlong further for all the wealth of Indiana. For the first time you speak aloud)—Hey! Stop her! Here's where I get off. No, I don't go any further. [You climb out trembling in every red corpuscle.] Thanks for the lift. Thank you. Much obliged.

Young Jack (sincere regret in his voice)—Sorry I can't give you more of a lift, but I suppose my driving seems pretty tame to you. I used to take chances, but after a man has been running a chariot for eight years like I have he gets cautious. So long!

(With your heart once more settling to normal you walk the remaining two miles to your destination. Never again. Not unless you take the helm. As a matter of fact there is only one really safe and competent driver in the world and he is—well modesty forbids your naming him.)



CERAMIC DECALCOMANIA FACTORY

THE MEYERCORD COMPANY

Austin, Ill.

Main Offices, Eleventh Floor, Chamber of Commerce

CHICAGO, ILL.

AMERICAN MANUFACTURERS OF

GUARANTEED

DECALCOMANIA

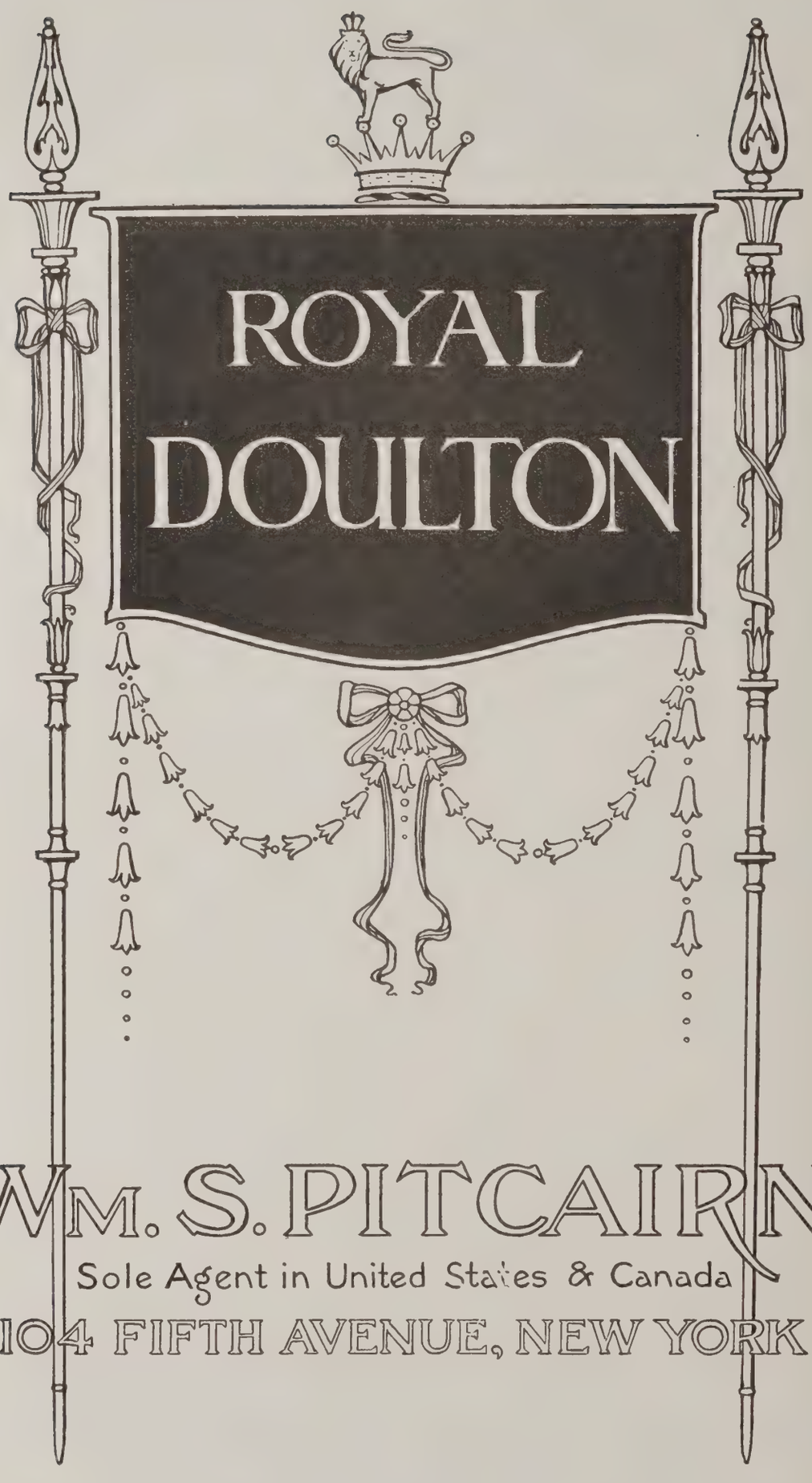
TRANSFERS

Largest Factory of Its Kind in the World

450 WORKMEN
70 ARTISTS

The MEYERCORD Co.

CHICAGO



WM. S. PITCAIRN

Sole Agent in United States & Canada

104 FIFTH AVENUE, NEW YORK

W. H. Grindley & Co.

PEERLESS DINNERWARE

Furnivals (1913) Ltd.

DINNERWARE AND SPECIALTIES

Grindley Hotel Ware Co.

VITRIFIED HOTEL WARE



WM. S. PITCAIRN

Sole Agent in United States
and Canada

104 Fifth Avenue New York

THE HOUSE OF BORGFELDT

1·9·1·6



The House of Borgfeldt should be your first call in visiting the New York Market

OUR preparations for the 1916 Import Season are fast approaching completion.

Notwithstanding conditions prevailing in Europe, our Import Lines of Dolls, Toys, Chinaware, Gloves, Leather Goods and other European merchandise *will be fully represented.* Every resource of our organization, here and abroad, is marshalled to take care of the needs of the trade for 1916.

Foresighted merchants will recognize the urgent advisability of placing their Import Orders at the

EARLY in 1915. Our Booklet, "Geo. Borgfeldt & Co., The Great War and The 1916 Season," deals with this subject in detail. We will be glad to mail a copy upon request to any merchant who has not already received it.

Extensive additions to our Lines have been made from Neutral countries and from Japan, the Japanese selections being made by buyers familiar with European merchandise.

Our Domestic Lines have been greatly enlarged, and new features will be strongly in evidence. Our display of "Made in America" merchandise merits the closest attention from the trade.

GEO. BORGFELDT & CO.

SIXTEENTH ST. AT IRVING PL. NEW YORK CITY

DECEMBER 1915.

IN presenting our annual announcement we are confronted with the disturbing conditions brought about by the European War, and THESE CONDITIONS AFFECT ALL IMPORTERS ALIKE. No positive assurance regarding delivery of merchandise can at this time be made by anyone with any degree of reliability. Yet, changes for the better may occur and normal conditions be restored at any moment.

Our purpose is to display our full IMPORT LINE in all departments as usual, and the assortments will be found as complete as ever. Orders will be accepted subject to war conditions.

We have added a department of

JAPANESE GOODS

showing assortments of

CHINA—Fancy and Dinnerware—
BASKETS—Housefurnishing and Fancy—
TOYS—Christmas, Easter, Halloween—
FANCY GOODS——NOTION SPECIALTIES.

Our buyers in Japan have carefully selected such special lines as are suitable for the American market, and buyers of this class of merchandise will be particularly interested in our display.

THE Strobel and Wilken Co.

61-63-65 W. 23RD ST. NEW YORK





ANNOUNCEMENT!

OUR new lines of Tableware and Cut Glass will be ready for delivery January 1st, 1916. Also our large and varied lines are complete in Tableware, Bar Ware, Stationers' Glassware, Soda Fountain Ware and Specialties.

The annual display will be shown in Rooms 743 and 744, Fort Pitt Hotel, Pittsburgh, during the month of January.

A visit to our factory, twenty-five miles east of Pittsburgh, on the main line of the P. R. R., would prove profitable to buyers.

Catalogues and price lists mailed upon request.

McKee Glass Co.,

JEANNETTE, PA.







GILLINDER, Philadelphia.

New York Sales Room, Farragut Building.



GILLINDER & SONS, Inc.,

(Established 1861)

Tacony, Philadelphia.

Moulded, Blown, Pressed or Off-hand Glassware.

Specialists in private work, colors, heat-resisting glass, chemical ware and all illuminating glass.

DECORATING - - - CUTTING - - - ETCHING.



From left to right—Frank Judge, M. K. Zimerman, Marcus Aaron, Norman G. Smith, Henry P. Knoblock, Thomas B. Anderson, William H. Phillips, J. L.Bennett, ıy E. Crooks, Charles Edgar, William Burgess, H. L. Harris, Harry W. Smith, Charles F. Goodwin, Chas. L. Sebring (two ringers, unknown), O. C. Sarver, E. L. enderson, C. W. Foreman, Marc Solon, Robert N. Logan, Harry R. Wyllie, W. Malsch, J. G. Kaufmann, W. E. Langdon, John F. Lent, Joseph F. O'Gorman.

The Potters' Convention.

IN opening the thirty-seventh annual convention of the United States Potters' Association in the Oak Room of the Hotel Raleigh, Washington, D. C., on the morning of Wednesday, December 8, President Charles F. Gosser did not mince words in calling the attention of the manufacturers to the opportunities that faced them.

It gives me great pleasure to be with you again, he said, and greet you as your presiding officer. It calls to my mind a year ago when I occupied this chair in the same capacity as a substitute of your chosen chairman, and it affords me greater pleasure to-day to know that I am now your regularly-appointed representative as presiding office of this association.

It further stirs my memory to hopes then expressed that the year pending would bring from the obscured unknown much of value during the ensuing year. With successes have come disappointments and shattered prophesies; yet the mellowing panacea of hope—faith in the law of compensating nature—erases the scars of disappointment and inspires me to new visions of achievement.

Looking forward lends greater pleasure than retrospection. You will agree with me that the vista of the unfolded future records more fallacies than the written pages of history, so that if I did not bring to you a true message in every particular last year, no apology is necessary, and I should not allow my ardor to be dampened in the least, when I pierce the veil of the guarded future and give to you the visions of expectation as they are pretended by the development and experience of the past twelve months.

I believe that every one of you will grant me pardon that if a year hence all has not materialized that is promised to-day; or, at least, coveted and hoped for—that you will join in forgiveness for my optimism and harbor no feeling of criticism; neither will you hold me responsible for the deliverance of that which was sincerely sought and "fathered by the wish."

In my talk to you to-day, gentlemen, I am going to attempt to deal with the minutiae and detail of the really important subjects that should engage your attention. These matters will be thoroughly analyzed by the several committees having in charge the respective subject, and I hope to enter into the spirit of their discussion with proper zeal and enlightenment. To deal concisely and concretely with any particular phase of the happenings of the past year, much less with all of them, would entail upon me the necessity of securing accurate and dependable data relating to the subjects that have been delegated to the many committees of this association, which would be manifestly farcical, when we consider that the field is so big and diversified.

Our committees here to-day have given thoughtful hours to the duties assigned them, and are prepared to present subjects of supreme importance for discussion by the body as a whole. From their presentations we will draw greater truths and sounder conclusions than I could enunciate by a mere summing of deductions as I might conceive them. I am constrained rather to present to you a broad and general philosophy covering all avenues of manufacturing applicable to any and all kinds of industrial pursuits. I feel that a wide application of basic principles will be of more good to all concerned than the recitation of my personal experience and observation pertaining to the potting industry.

Our Labor Committee will discuss wisely and intelligently events that have happened and results that are of paramount importance and of real value. Our Manufacturers Cost Committee will give you the conclusions of their deliberations and recommend such changes as are considered advisable and expedient at this time. Our Art and Design Committee will doubtless make suggestions that are important and helpful. Our Price List Committee will make recommendations that might be regarded as imperious, but should be indorsed because they have given the subject in charge their most diligent consideration. Our Machinery Committee will cuss and discuss new methods and utilities so that when they have satisfied themselves that they are right, many of us will wonder if, indeed, there is any course we can pursue that will insure a safe and sensible destination. Our Materials Committee may tell you that we, the United States Potters Association, are not an advertising medium and refuse to give you the results of experience and experiments, for such they assuredly are, justifying their report on the ground that what is known about assembling the ingredients of fundamental bodies is a sacred secret, and abide in the belief that there still exists the mediaeval science of alchemy.

I do not wish to be understood as one who will disparage the knowledge or attack the unwritten authority of the sages of pottery compounders, but I do want to be emphatic in my unequivocal statement of fact that the dominant spirit of traditional selfishness and self-arrogated wisdom as exhibited by the potting fraternity is the most gigantic exposition of self-confessed weakness that parades the zone of present-day industrial activities.

You may charge that I am not in perfect harmony with the American potters. If my declaration of belief is not accepted by the majority, then I vote with you, and meet my fate and penalty; but I am so sure that what I have said is the belief of the majority of the members of this

association that I entertain no fear of being ostracized or charged with heresy.

First of all, I want to be helpful to myself, and in doing this I must be honest with myself. Next, I want to be useful to my friends who have to meet the common scoring that comes to those similarily engaged. To serve this end properly I must declare my method of service; and I trust that no offense has been offered, for I assure you that any criticism uttered is primarily against myself and openly spoken to awake others to the verity of the attacks made by the "man up a tree" as he sees it. By this means it is my hope that we will develop into a full-fledged realization of the truth as it exists, profiting thereby and contributing our usefulness one to another. Before we adjourn much may be said respecting sales policies, prices, and denunciation of competitors. Let me say to you that most of it will be true; we are all prone to accept business at "unorthodox" prices, and which has been obtained in an "un-Christian-like" way. We have little choice in this matter, because we all practice the same methods. Let us, at least, try to be honest with ourselves and get that which is due us; and if we all do this much for ourselves there will surely be harmony of action that will accrue to the profit of everybody.

My remarks may sound like sermonizing rather than offering advice that is germane, but you must remember that the territory is so great that it is not fair to ask one present both the practicable and theoretical phases in an annual summing up, when exponents of the "gospel of Christianity" are accorded fifty-two weeks in the year for piloting us to salvation.

To-day prosperity abounds. If you do not get your share of it you have no one to blame save yourself. You will be told by other speakers here to-day of the great possibilities and treasures in store for all kinds of manufacturers in the United States during the next few years.

I, myself, may inflict upon you misty visions of optimism that will not weather the storm of actual test; but be assured of one thing that there never was a time in the history of this country when opportunity so generously invited American potters to avail themselves of a harvest that will be abundant.

I said in the beginning that I would discuss broadly, and not concretely, industrial phases that were of importance to all producers of commercial commodities. I feel that I have not kept faith and have deserted my text, but I trust your patience has not been abused to the extent that you will not listen to my first thought, which I will express briefly, when I had in mind that "general philosophy" of industrial activity. I will speak the words of an immortal one; not always right, but often; not an exemplary man, but human; one who viewed the world as it is, and recognized man's limitations; a human mind that encompassed human kind; one who spoke the impulses of his heart as a man; often heterodox and contrary to prescribed propriety, but always as his God-given intelligence impelled him.

Nothing more could be asked of him. If I were to choose one as an example of a perfect man to guide generations to come I would not nominate him whom I characterize in this connection, but I would strongly urge you to draw an inspiration from his life and work; breathe and live his human analysis of a man's duties and obligations to his fellow-man; accept his philosophy of man's recompense for worldy duty.

I quote the Sage of East Aurora: "The world's greatest prizes in the future will go to the business man. The business man is our only scientist, and to him we must look for a science of economics that will eradicate poverty, disease, superstition—all that dissipates and destroys. The day is dawning."

In this thought we perceive the divinity of business—a living soul. It matters not whether it is a pottery that conceives only art, or a prosaic industry that manufactures paving brick; behind that institution there must be a forceful, breathing being whose heart palpitates responsive in defense of every assault, and bows in gratitude to every encouragement. It must be a part and parcel of an animate one, who can feel the keen thrust of steel, as well as the bouyant words of praise. If not, it is likened to the predestined turkey that furnishes the feast for epicures; divested of wings, breast, limbs and feathered raiment; leaving only the naked bones for the prey of "bankrupt vultures."

I only want to add in closing that the lesson intended to be taught is: That if you will put your spirit and personality into your factory, as it deserves, giving to it the element of human kind, imparting to it a soul, making it a living, breathing quantity, that it will gather dynamic force in such volume that the walls of protective tariff would cringe in humiliation and the false heresies of political demagogues would sound to you like carols of salvation.

Let us not forget that we owe a duty to our employees; mouths that must be fed and bodies that must be nourished. For them we must keep a strict vigilance against the encroachment of poorly and inadequately paid labor in the countries and nations that do not recognize the equality of men. Our legislative bodies must be reminded that it not only the employers that are sacrificed to unfair competition, but that the burden of punishment falls greatest upon those who toil, to whom we accord full acknowledgement for their loyalty and sacrifices.

The following members of the association registered with Secretary Goodwin:

E. L. Henderson, Carrollton Pottery Co.
Samuel B. Larkins, National China Co.
H. A. McNicol, Jr., Potters' Co-operative Co.
H. P. Knoblock, Potters' Co-operative Co.
C. W. Foreman, Owen China Co.
W. E. Wells, Homer Laughlin China Co.
Marcus Aaron, Homer Laughlin China Co.
Louis I. Aaron, Homer Laughlin China Co.
Charles E. Doll, Mt. Clemens Pottery Co.
George C. Thompson, C. C. Thompson Pottery Co.
William Burgess, International Pottery Co.
Thomas B. Anderson, Edwin M. Knowles China Co.
E. M. Knowles, Edwin M. Knowles China Co.
T. A. McNicol, T. A. McNicol Pottery Co.
W. L. Smith, Jr., Taylor, Smith & Taylor Co.
M. Solon, Mercer Pottery Co.
Charles L. Sebring, Sebring Pottery Co.
Homer J. Taylor, Knowles, Taylor & Knowles Co.
H. R. Wyllie, H. R. Wyllie China Co.
Guy E. Crooks, Crooksville China Co.
J. L. Bennett, Crooksville China Co.
D. M. Cronin, Standard Pottery Co.
John Cronin, Standard Pottery Co.
P. W. McNicol, Standard Pottery Co.
P. M. McNicol, Salem China Co.
John George, Canonsberg Pottery Co.
W. I. Pope, Pope-Gosser China Co.
C. F. Gosser, Pope-Gosser China Co.
C. C. Ashburgh, West End Pottery Co.
R. N. Logan, W. S. George Pottery Co.
Robert T. Hall, Hall China Co.
Frederick Sutterlin, Maddock Pottery Co.
William H. Phillips, Smith-Phillips China Co.
Hugh L. McNicol, D. E. McNicol Pottery Co. of East Liverpool.
John A. McNicol, D. E. McNicol Pottery Co. of West Virginia.
Harry D. Wintringer, Steubenville Pottery Co.
Oliver H. Sebring, French China Co.
Joseph Mayer, Mayer China Co.

ASSOCIATE MEMBERS.

Frank Judge, Salineville, O.
W. S. George, East Palestine, O.
H. L. Harris, Pacific Coast Borax Co.
O. C. Sarver, National Lead and Oil Co.

W. N. Taylor, National Lead and Oil Co.
Albert Picken and P. E. Mohler.
T. P. Ferguson, Rudolph Gaertner Co.
George J. Niebuhr, Hanovia Chemical and Mfg. Co.
Charles Edgar, Edgar Plastic Kaolin Co.
Norman G. Smith.
Luke Knowles, George Knowles & Sons.
W. Malsch.
Harry W. Smith.

HONORARY MEMBERS.

Joseph F. O'Gorman.
Julius G. Kaufmann.
M. K. Zimmerman.

The National Foreign Trade Council asked the Association to name a committee to attend the next meeting of the Council, to be held in New Orleans January 27-29, at which time there will be a discussion of plans to hold present foreign trade and to increase such business after the close of the European war.

First Vice-President William Burgess announced that President Wilson would be glad to meet the members of the Association before 10 o'clock Thursday morning.

WEDNESDAY AFTERNOON SESSION

Interest in the work of the Association was shown at 1:30 o'clock when many members gathered in the Oak Room for the afternoon session, and no time was lost in taking up the unusually large amount of business on hand.

C. C. Ashbaugh reported for the Membership Committee, and President Gosser called for those who had requested the privilege of addressing the Association on questions which were of interest in the conduct of the industry, stating that the representatives of the American Dressler Tunnel Kilns had been assigned twenty minutes in which to explain to the Association the merits of their kilns.

Walter S. Kupfer gave a general outline of the workings of the kilns, and Harold Moorcraft explained the kilns technically.

W. E. Langdon, who discussed cost accounting last year, gave an interesting account of his experiences in the potteries where such systems have been installed. "Suggestions for Increasing the Efficiency of One's Business," was the title of Mr. Langdon's paper, which follows:

Canary birds save human lives. The United States Bureau of Mines has a number of birds which might boast of more than one heroic rescue of human beings.

Coal miners are constantly in danger of being bowled over by deadly gases which are not noticeable until the victim's knees give way, and rescue is frequently impossible. It was discovered by an alert member of the Bureau of Mines that a canary is affected long before the much stronger man is victimized. So it came to pass that miners were urged—at first, much against their wills—to carry canaries with them into the mines. As soon as a little fellow begins to flutter feebly, preparatory to dropping to the bottom of its cage, the men are warned to seek fresh air. If the bird is taken out quickly enough, it can be revived to perform the same kind of service in the future.

The efficiency system is to a pottery what the canary birds are to the miners.

Efficiency means the elimination of all needless wastes in material, in labor, in losses and in equipment, so as to reduce costs and increase profits.

The main things to watch in a pottery are the lines, shapes of ware, losses, and full kilns.

The cost per dozen is a valuable guide in intelligently knowing which lines and shapes to push, curtail, eliminate, re-design, or on which to adjust prices.

The cost comparisons per 1,000 cu. ft. is a means of locating excessive costs so that proper steps can be taken toward reducing the costs.

Costs have been reduced and profits increased by giving proper attention to this subject. It is good business.

If, for illustration, one of your kilns is only listing $700 or $750 per 1,000 cu. ft. of glost kiln space fired, and should list $825, it is important to know it, so that the matter can be investigated and corrected.

The sanitary potters are active along the lines of having all the trade use a uniform cost system. It would be to the personal interests of all members of the convention to have a uniform cost system.

It has frequently been suggested by manufacturers that if all the manufacturers knew what their costs were, there would not be so many unreasonable prices made.



THE NEW PRESIDENT, T. A. M'NICOL.

One of my clients in another industry was telling me that at a convention they had up the matter of cost systems, and to show how much variation there was in prices, my client had secured from six concerns represented at the convention prices on an article my client did not make. The prices varied all the way from $80 to $125. Among the parties who were bidding on the goods some had no cost system at all, some an estimated cost system, some were more or less complete, and some had complete cost systems so that the firms could tell at all times what they were doing.

My client demonstrated to the members of the convention that it was to their own personal interest that all have a uniform cost system.

As all the factories that were represented at the convention manufactured the articles under practically the same conditions, there would not be a very great difference in the actual cost, and the big variation in the prices quoted was due to the different methods of figuring the costs, as some of the firms really guessed at their costs.

A proper cost and efficiency system will point out why the profits are not larger. It will so analyze the expenditure accounts and make such comparisons as to reveal, not cloud, the essential facts.

Brainy and energetic management is the first essential to the success of any business. But that in itself is not enough. The policy of the management must be based on accurate knowledge. A comprehensive but simple cost system is the best method of providing and insuring accurate knowledge.

The benefit secured from a proper cost and efficiency system is not alone in the matter of finding costs, but the moral effect of the checking system and comparisons from

period to period have generally reduced the losses in the various departments.

The cost per dozen on different lines or articles manufactured is figured as closely as costs can be figured in other lines.

The cost and efficiency system is to the management what the compass and chart are to the mariner on a steamer crossing the ocean.

The following summary of information is obtained from the system in use at the plant of the Knowles, Taylor & Knowles Co.

The cost of white ware per 1,000 cu. ft. of glost kiln space fired is compiled every four-weeks period for comparison purpose. The cost per pound for period is also shown. The average cost to date is shown.

The percentage of breakage and lump is shown by four-week periods for comparison purposes. This is also shown for the bisque and glost ware separately. The money loss is shown at the end of the year, or as often as desired. Breakage is weighed daily. The percentage of breakage and lump is based on entire weight of production each period.

The cost on cars, not including selling expense, is worked out and shown as a percentage off the list. One kiln in each of the four plants is counted each period, and the average cost of white ware per 1,000 cu. ft. to date is used in figuring the percentage cost of ware off the list for the kiln counted.

The cost per dozen of any article manufactured is worked out as often as desired, using factors based on the average cost to date, as shown by the cost statistics.

The more you investigate the subject of cost and efficiency systems for potteries the more you will see it is something that will help the management to secure greater efficiency.

The sales manager of a large manufacturing company which does several millions of dollars' worth of business a year made this statement: "If your prices are too low you are losing money, and if too high you are losing orders."

The operation of the sales department will not result in the maximum profits unless they are carried on with a correct knowledge of manufacturing costs. The reason that it is necessary to have a correct knowledge of costs is on account of competition. The absence of exact figures from production to sales on articles or goods manufactured is responsible for the waste of more invested capital than from any other inside or outside cause or happening. Intelligent and reliable information is of priceless value to the management of any company.

A valuable efficiency check on the factory can be obtained by compiling comparative statements showing the cost per 1,000 cubic feet per glost kiln space fired for each subvivision of labor, materials, expenses, etc., yearly or oftener.

The following valuable information should be compiled in comparative form:

The biscuit broken per 1,000 cubic feet, and glost broken and lump per 1,000 cubic feet, and the money loss.

Loss on thirds per 1,000 cubic feet glost kiln space.

The decorated broken and decorated lump per decorating kiln.

Sagger labor per 1,000 cubic feet glost kiln space.

Sagger material ditto.

Glost warehouse labor per decorating kiln.

Decorating warehouse ditto.

The net money loss for the year in breakage after making due allowance for what is received from the sales of broken biscuit, white and decorated lump. Show average loss per day.

The firms that have used the committee form of management, such as foremen's meetings, have secured very beneficial results. The foremen's meetings preferably should be held during business hours, or if held at any other time the foremen should be paid for their time. By getting the foremen together and discussing matters they can be interested and shown how losses can be reduced. This gives the foremen the general manager's point of view, so that they will endeavor to reduce losses the same as the management. Kilns full should be taken up at foremen's meetings as well as costs reductions. Efforts to secure co-operation have increased the companies' profits and developed a good feeling throughout the organizations.

John F. Lent, of the Lent Traffic Co., Pittsburgh, explained the advantages of a systematic study of traffic conditions as they relate to the pottery industry.

ART AND DESIGN COMMITTEE.

Thomas A. Anderson, chairman of the Art and Design Committee, said, in part:

There undoubtedly has been a remarkable advance in both the body and glaze of American pottery in the last few years, also in the character of its embellishments. It is quite impossible to make comparisons between the products of one year and another, but there has been a distinct advancement in ornamentation in one year's time. Coin gold has entered largely into the embellishment of American wares, prompted by an effort on the part of our manufacturers to supply as nearly as possible the duplicate in quality of foreign wares shut out of the country due to the war in Europe. There has not been any decided attempt to copy decorations, but to produce something of equal artistic quality.

Our decal manufacturers are entitled to a vote of thanks for the interest they have taken in producing decorative schemes for our products. They have taken in effect the position of art directors to our potteries. They bring us proofs and sample sheets year after year for our inspection, many of which they do not sell, but the cost of which must be absorbed in the ones which we purchase.

There are so many things correlative in the reports of the various committees that it is impossible to discuss art and design and not arouse more or less critical attitude on the part of other committees.

There is one thing I might mention which is a decided menace to the trade, and that is close-outs of border decals. Rather than stick the sheets in the furnace and burn them, manufacturers put them on ware and close them out at low prices. The multiplicity of decorations in decalcomania brought out each year is amazing. It seems to me that if more time were devoted to first proofs and more attention given to individual design, the result would be much more satisfactory. The increased cost could be easily recovered in the price of the finished product when it is placed on the market.

Marc Solon, chairman of the Machinery Committee, in an exhaustive report discussed desirable changes and alterations in machine equipment and the various improvements that had been observed by the committee during the past year. He laid special stress on the improvement in sagger-making machinery, automatic batting-out machinery, to work in conjunction with flat jiggers, and automatic dipping machinery. A new form of decorating crank for flat ware also received attention. The entire report was of the greatest interest to the members who followed it closely.

Joseph Mayer, chairman of the Statistics Committee, made the following report:

REPORT OF STATISTICS COMMITTEE.

The production of earthenware and china in the United States, such as is made by members of our Association, was for the year 1914 as follows:

White granite, semi-porcelain and c. c. ware	$14,968,079
China	2,384,686
Total	$17,352,765



Banquet of the United States Potters' Association, Hotel Raleigh, Washington, D. C., December 9, 1915.

which is a decrease of $138,106, or seven and nine-tenths per cent. under the production of 1913.

By States the production has been:

Ohio	$10,227,806
West Virginia	22,577,766
New Jersey	1,803,680
Other States	2,743,513
Total	$17,352,765

The first part of the year 1914 was a period of activity, but notwithstanding the decrease in imports during the latter part of the year, the domestic production did not correspondingly increase. Nor did the early part of 1915 show any special activity, but during the latter part of this year business has gradually increased until now there are indications of a remarkably active market.

Importations of pottery ware for the years ending June 30, 1913, 1914, and 1915 were as follows:

	1913.	1914.	1915.
Undecorated	$1,101,402	$ 992,976	$ 631,907
Decorated	8,556,176	7,863,124	5,286,397
All others	515,185	1,773,078	2,763,168
Totals	$10,172,763	$10,629,178	$8,681,472

By countries the importations have been as follows for years ending June 30:

	1913.	1914.	1915.
Germany	$3,859,095	$4,158,243	$3,147,709
United Kingdom	2,439,412	2,450,251	2,377,898
Japan	1,195,570	1,350,017	1,258,390
France	1,704,441	1,659,768	1,050,738
Austria-Hungary	668,173	664,391	401,009
Other countries	306,072	346,508	445,728
Totals	$10,172,763	$10,629,178	$8,681,472

For the first eight months of the calendar year, viz., from January 1 to August 31, 1915, the importations have been as follows:

	1913.	1914.	1915.
Not decorated	$ 765,167	$ 564,397	$ 390,147
Decorated	5,566,687	4,114,493	2,753,796
All others	331,323	1,753,556	1,342,812
Totals	$6,663,177	$6,432,446	$4,486,755

The increase in values of items classified as "all others" for the years 1914 and 1915 over 1913 is caused by a readjustment of the various items previously classified under the other heads.

These goods came from the following countries in amounts as follows:

	1913.	1914.	1915.
United Kingdom	$1,576,070	$1,603,746	$1,517,685
Germany	2,347,375	2,518,726	1,188,087
Japan	893,785	845,149	747,493
France	1,212,292	914,517	613,901
Austria-Hungary	430,516	342,953	140,430
All other countries	203,139	207,355	279,159
Totals	$6,663,177	$6,432,446	$4,486,755

The imports for the months of September, 1914 and 1915, were as follows:

	1914.	1915.
China, porcelain, parian and bisque		
Not decorated	$ 22,689	$ 21,365
Decorated	334,135	348,368
Earthenware and crockery ware		
Not decorated	not stated	26,946
Decorated	not stated.	110,685
All other earthenware, etc.	224,475	19,397
Total imports of group	$581,299	$526,761

By countries, imports for September, 1914 and 1915, were as follows:

	1914.	1915.
Austria-Hungary	$ 10,380	$ 4,720
France	39,578	85,227
Germany	127,107	78,254
United Kingdom	187,063	140,871
Japan	179,832	184,278
Other countries	37,339	33,411

The exports of pottery ware of all kinds, including firebrick, earthen and stone ware, tiles and other clay products, are as follows (for the fiscal year ending June 30:

1913.	1914.	1915.
$4,967,019	$4,353,241	$2,764,438

Of these totals, china, earthenware, and stoneware products were as follows:

	1913.	1914.	1915.
Chinaware	$ 135,768	$ 166,635	$ 97,089
Earthenware and stoneware	455,763	413,261	294,014

In these export figures the chinaware includes all electric porcelains, and the earthenware includes all sanitary wares.

It seems strange that notwithstanding conditions in Europe the exports of American clay products have decreased so remarkably during the year ending June 30, 1915, being forty-four per cent. less than in 1913.

The following deaths have occurred among our members since our last report: Geo. W. Ashbaugh, president of the West End Pottery Co., East Liverpool; Wm. S. Hancock, vice-president of the Trenton Potteries Co., Trenton, N. J.

Additonal kilns have been erected as follows:

W. S. George Pottery Co., Canonsburg, Pa., one;
The French China Co., Sebring, O., one;
Limoges China Co., Sebring O., two;
Sebring Pottery Co., Sebring O., one.

The Sebring Pottery Co. have also remodeled their plant.

The Saxon China Co. are now operating all their nine kilns.

It is also reported that Mount Clemens Pottery Co. is to erect two new kilns.

The Carrollton Pottery Co. is adding two kilns.

The Albright China Co. will add two kilns next spring.

John A. Campbell reported for the Eastern Health Committee, and C. C. Ashbaugh read the report of Chairman W. W. Harker, of the Western Health Committee. The latter included desires on the part of the men that the manufacturers pay for certain cleaning operations in connection with better sanitary conditions, and after the report had been read it was decided to further discuss the matter at Thursday's session.

Ambrose G. Dale, for the Eastern Standing Committee, reported that only a few meetings had been held and a number of minor disputes had been settled. There was no business before the committee.

Another matter which excited interest was the report of the Discharge Committee, presented by T. A. McNicol, chairman.

DISCHARGE COMMITTEE REPORT.

Your committee begs to report that the agreement is working very satisfactorily to both manufacturers and workmen where the proper attention is given to it. We mean by this, where firms not only give correct instructions to their foremen, but see to it that each employe coming

to them surrenders a discharge from the last place of employment.

Most of our cases come from failure to read and thoroughly understand the agreement, or a total disregard of it, until some employe finds that sticking to the agreement is to his advantage. Not all, but a majority, of the foremen are lax in enforcing the agreement by allowing employes to start to work without first procuring their discharge papers. It must be remembered that evidence of employment of an employe by you rests on the fact that you have his discharge paper from his last place of employment. Unless you hold such a discharge paper he cannot be compelled to serve his two weeks' notice, and if he retains the discharge paper that he should have surrendered to you this will enable him to present same to his next employer without working out the required two weeks' notice. We frequently find in some shops that both sides have been lax in enforcing the discharge agreement, but if an instance comes up where it is to the advantage of either side to stand by the agreement they immediately do so. While the custom may have been to violate the agreement in the shop, the committee is forced to rule in accordance with the agreement.

A discharge paper of some kind, either a pink slip or other form, should be demanded from every person seeking employment. If he should not have a discharge paper, and gives as his reason that he has not been employed in the trade since the agreement went into effect, the employer in the East Liverpool district can verify this by taking the matter up with the secretary of the United States Potters' Association. Upon investigation, it is usually found that the party seeking employment is under obligation to some firm for his proper notice, as in most instances there are some violations or misunderstandings.

If the manufacturers and their foremen understood the agreement, and if it was enforced to the extent that a notice of discharge be invariably written in ink, and not be effective until served on the employe; if when the employe's two weeks' notice is up, the manufacturer gives him a discharge written in ink; if when the employe wishes to leave, he hands in his resignation written in ink two weeks prior to the date, it is to be effective; if it is made clear that nothing verbal is binding, and if the manufacturer insists upon a discharge paper from each person seeking employment, there is no question but that the discharge agreement will prove to be a very beneficial arrangement to both manufacturers and workmen.

WESTERN STANDING COMMITTEE.

T. B. Anderson, chairman, reported that the committee had amicably settled forty-five labor disputes during 1915, had sent back twenty on which no agreement had been reached, and there were fourteen or fifteen cases pending, most of which had been filed since the Chalfonte Agreement was signed.

Mr. Anderson pointed out the desirablity of changing the method of procedure in these hearings. The chief difficulty be said, was conflicting word-of-mouth evidence presented by the two sides to the controversy. The manufacturers appeared at one time and the men at another, and adjustments were thus made extremely difficult. He pointed out that the Eastern Committee was reinforced by a stenographer at every session, and advised the same plan for the West as the best method of "curbing the fire-eaters and expediting action by the committee." He recommended that bills of particulars signed by the firms and the men interested in the questions to be decided be given to the committee, and that a limited number of witnesses be designated to appear when the disputes were heard.

Mr. Wells recalled that the Association had empowered its committees to employ such assistance as might be necessary to carry on its work; but in order that the matter might be made plain on the record, he moved that the committees be authorized to go to any reasonable expense to facilitate its work, and the motion carried.

No report was presented by the Materials Committee, which brought from George C. Thompson the suggestion that it get busy. He said he understood the function of the committee was to dig up information concerning American materials which might be substituted for foreign materials, and which right now, because of the scarcity of foreign products, were of utmost importance. He suggested that the committee continue its work and make report to the Association.

Mr. Wells then read the report of the Labor Committee, perhaps the most important of the many important documents presented to the convention. Some of the phases of the subject, as handled by Mr. Wells, fairly startled his hearers; but he was greeted with applause when he sat down, and, together with the other members of the committee, was given a vote of thanks on the motion of Mr. Burgess, who explained some of the difficult and delicate work that had been done in this connection. Mr. Wells said:

REPORT OF LABOR COMMITTEE.

During the past year the most important work of the Labor Committee was that of negotiating a new biennial wage agreement to supersede the one expiring October 1, 1915. The circumstances in connection with the formation of this agreement were unusual. At the convention of the Brotherhood held at Atlantic City in July, it appears, from all information available, the radical element was in control. A large number of propositions were passed demanding extreme advances in wages that were not warranted upon any conceivable grounds other than the natural human desire for more money and less work.

The fact was well known to members of the Brotherhood convention that the industry had passed through a year of trade depression, during which profits had virtually disappeared, and the total revenues of the potters had gone to pay for supplies and wages. They knew the manufacturers were trying to struggle along under a reduced tariff, bearing the burden themselves rather than to reduce a scale of wages which is materially higher than that of any other industry on earth requiring equal skill.

They must have known, if possessed of ordinary intelligence, that, measured by any conceivable standard, the wages being paid were adequate for the quality and quantity of services rendered. They must have known that any increase would be a gross injustice to their employers, and that the attempt to pay in accordance with their excessive demands would spell financial ruin for many of the firms; yet the extremists in that convention blindly rushed through their programme for an advance that would not figure less than eight per cent. on the entire payroll. The kilnmen were in the race with a demand for fourteen per cent. It may be assumed that the peculiar injustice of their demand and the startling magnitude of it were in proportion to their voting strength. When that convention adjourned, the Brotherhood was headed straight for a disastrous strike out of which they could have gotten nothing excepting months of privation and suffering.

There never was a more striking example of ill-advised legislation, nor a clearer case of misrepresenting the sentiment of the rank and file of the workmen, who sent the delegates to Atlantic City and paid their expenses under the mistaken impression that they would deal with the wage question with some degree of wisdom and conservatism.

It would appear that a strong minority of the delegates realized the dangerous character of this legislation and, at the last, succeeded in getting through a palliating resolution directing that all demands be submitted to a referendum vote of the trade before being presented to the manufacturers. That resolution saved the day and prevented a strike that would otherwise have been inevitable.

The referendum vote carried with it a pledge to support the demands to the point of a strike if successful by a two-thirds majority, also the provision that if they failed of such majority all demands involving a direct wage increase should be dropped. The exact result of that vote we shall never know, but can reasonably assume that there were enough level heads in the organization to defeat those who were spoiling for a fight, as the thirty-four propositions finally submitted to this Association on August 17 were confined to changes in working conditions. For the purpose of a permanent record a copy of these resolutions is hereto appended.

Among the members of our Association there was a strong sentiment favoring a downward revision of wages, which, it was argued, was fully justified by prevailing conditions and by the deplorably small earnings of a majority of our members. There were others who insisted that the operation of the so-called uniform scale had resulted in anything but uniformity. There was pointed out the gross discrepancy between the wages paid men on similar jobs in differents plants, and the wages paid men of equal skill on different jobs in the same plant. It was shown that certain piecework prices that were reasonable under conditions prevailing fifteen years ago, and in some shops at the present day, make it possible to draw exorbitant wages under present conditions in many places, and that these excessive earnings cause discontent among men who are fairly paid, but hold less favored jobs.

In other words, the very lack of anything resembling uniformity in the practical operation of the scale is responsible for all our labor troubles, and since, in this respect, conditions are liable to grow worse rather than better, it was maintained that our whole wage system has become archaic and unscientific, and for this reason it was suggested that the entire scale be discarded and some system adopted under which the wages of the men would bear some reasonable relation to skill and efficiency. This suggestion is full of meat, and, eventually, something must be done along this line. No attempt was made at this time, as we realized the tremendous opposition of the Brotherhood to a reasonable equalization of wages, even if the total amount of payroll remains the same—an opposition that extends to every change that is not wholly one-sided. It will be difficult ever to bring about a change so long as the lower-paid men in the industry look to the manufacturers alone for relief, and fail to see that their only hope for an advance lies in their co-operating to compel their overpaid fellow workmen to divide up.

Partly for the reasons stated above, and partly in consideration of the fact that the Brotherhood had not demanded wage changes, our fourteen propositions submitted on August 31st did not directly touch the question of wages, but were confined largely to suggestions for the correction of evils and abuses that have developed in the trade, to methods for compelling an honest observance of the agreement, and to more flexible and effective plans for the settlement of disputed questions. A copy of these propostions is attached for record.

The conference committees met at the Hotel Chalfonte on Thursday, September 9th, and after numerous sessions, more or less animated, concluded an agreement on September 11th. The Brotherhood propositions were first considered and patiently dealt with according to merit; but when our propositions were taken up, the Brotherhood members were disposed to treat them lightly as though they did not constitute any part of the real work of the conference. They quite frankly, and with amazing nerve, stated that they had not time to give our matters proper investigation, and were not prepared to act upon them.

In view of the fact that whatever delay there had been was due to the time required for the referendum vote, and that we had waived our agreement right to have their demands in hand sixty days in advance of conference, the plea of lack of time was nothing more than a flimsy protest trumped up to avoid exposing their actual position—that only matters originating with the Brotherhood were to be considered in conference. Our arguments pointing out that our propositions were mainly directed to the improvement of conditions for the mutual benefit of all concerned, were wasted against a stone wall of silence, obstinacy, and antagonism.

It became evident that a large percentage of the labor delegates had no conception of their duty in the premises; that their only idea was to get what they could and yield nothing, regardless of equity; and, further, that insistence upon our reasonable rights would only lead to a split. Since our contentions were not sufficiently vital to warrant extereme measures, they were in the main waived, and an agreement concluded as per copy attached.

If the attitude of the labor delegates was more unreasonable on any one particular thing than another, it was in reference to the right demanded by the manufacturers that pieceworkers be required to register on time clocks. While the real opposition to that practice lies in the fact that they are afraid to have the truth become known about their hourly earnings, they were not frank enough to say so, but they gave us a highly entertaining half hour manufacturing reasons that were equally absurd and humorous.

Notice was served upon the delegates that in the future this right would be insisted upon, and that we would never again deal with them in conference unless propositions from both sides should receive equal consideration.

In former times, labor delegates were appointed by officers of the Brotherhood, and, so far as we could judge, men were selected on account of their fairness and ability to deal in a fair and judicial way with the questions at issue. The present practice is to select men by vote of locals, and, judging by results, the quality that most commends a candidate is immovable obstinacy in contending for his side, right or wrong. There were some notable exceptions at the recent conference, but, as a rule, the delegates conceived their duties to be purely predatory. While the present practice may smack of democracy, or the modern tendency to "get back to the people," it is a bad plan that will commend itself to no one but a demagogue.

The same practice now prevails in the selection of members of the standing committees, and seriously interferes with the efficiency of those tribunals.

Of course, some good, competent men are chosen, but too frequently those selected are merely the creatures of those behind them. They are seldom real advocates of justice—seldom men with the courage to act upon their own independent judgment, regardless of criticism. It is exceedingly difficult for our committees to procure reasonable settlements, since it has become quite common to have labor representatives frankly say, "I can see where you are right, but I would not dare go back to my people with that recommendation."

In some previous reports, I have taken occasion to commend the Brotherhood as one of the soundest and strongest of labor organizations. There was a time when we had to recognize a sincere and fairly successful effort to observe the spirit as well as the letter of our agreement—a time when the extremists of that organization who would stop at nothing to gain their ends were under some sort of control. That was during the time when the national officers of the union were charged with the responsibility of conducting its affairs; but now, since everything, even to the selection of committees, is done by popular vote, the Brotherhood is losing caste. It is losing its right to demand collective bargaining because it is becoming almost impossible to make any settlement on a fair

Continued on page 235.

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1916

Our new lines of Rich Cut Glassware will be ready January 1st, and comprise, in addition to our regular full lines, FOUR NEW OPEN STOCK PATTERNS, moderately priced and original designs.

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SPECIAL SALES ASSORTMENTS OF ENTIRELY NEW ITEMS AND COMPOSITIONS.

This line will be shown at Pittsburgh during the month of January at the Fort Pitt Hotel, in charge of

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Full line of Specialties and Novelties for SEASON 1916 ready January 1, 1916, at our New York showrooms;

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All things considered, the highest grade glassware at the lowest cost

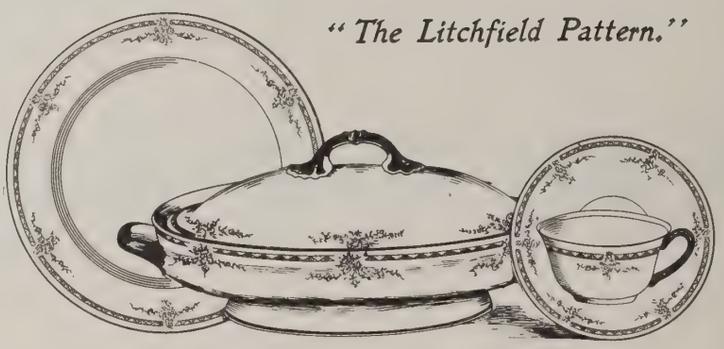
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NEWARK, OHIO

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NEW
'PEERLESS" SHAPE.

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A BEAUTIFUL
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New Patterns English Earthenware for 1916 Spring Delivery.

Notwithstanding the difficult times under which English manufacturers are operating, the new samples surpass anything that we have ever offered.

One of the most notable offerings for 1916 is a series of decorations on W. H. Grindley & Co.'s new "Peerless" shape. Already our samples are on the way. We feel certain it will pay you to see our beautiful line before you make your selections. We carry full open stock of all our patterns—it is more of an advantage to the dealer.

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We carry over 200 open stock dinnerware patterns, and as far as possible will be glad to accommodate any of the trade whose stocks need immediate replenishing. Write for a list of our patterns.

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Our exhibit of fine china at the Panama-Pacific Exposition. Awarded a Medal at the San Francisco Fair, 1915.

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EVERYTHING IN FINE CHINA, ALL HAND-DECORATED.

NEW AND UNIQUE DESIGNS FOR 1916.

OUR new dull metallic finish Colloidal all-over gold decoration, guaranteed 24-Karat, is the richest and most handsome line of hand-decorated china on the market to-day—unique, snappy, exclusive shapes. Brought out last March and has already demonstrated its salableness and success. It adds to the attractiveness of your store, and assures you a handsome profit with a quick turnover.

Our 1916 line comprises a great variety of new, light, snappy designs on up-to-date exclusive shapes in both natural and conventional studies at most moderate prices.

Haviland and Bavarian hand-decorated monogrammed Dinnerware, the acme of good taste and simplicity, can be had in any desired quantity, in 100-piece sets or single pieces—gold band or acid etched.

Please hold your orders for our Representative, who will call on you in ample time for Spring delivery.



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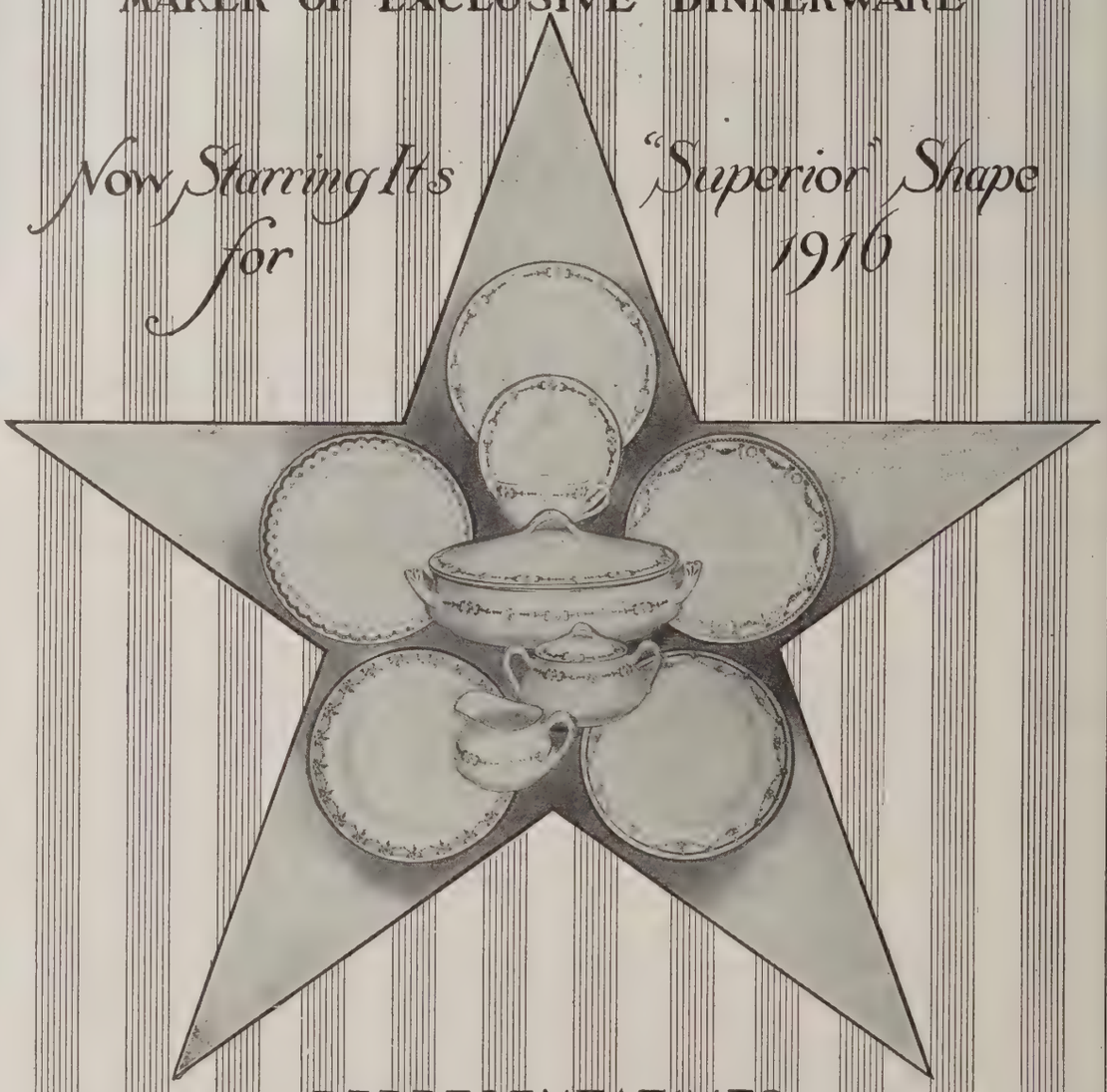
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REPRESENTATIVES

E. E. Wilgus, New England. *M. Trieber, South.*
H. Benedikt, New York. *F. A. Miner, N. Y. State.*
E. G. Spindler & Bro, Wisconsin.

THE POTTERS' CONVENTION.

Continued from page 226.

basis. It is losing the right to claim recognition and consideration from the employers, because it is grossly abusing that right.

This tendency is to be regretted, because, in theory, collective bargaining is the best solution of the labor problems. But this theory does not work out in practice unless both sides continue patiently to approach all questions at issue with an open mind in the spirit of the "square deal clause." It is only the rare man who is broad enough to deal with such delicate problems as an arbitrator rather than as an advocate of one side. There are such men in the Brotherhood, but they are rarely the ones chosen by popular vote.

The long-continued condition of comparative labor peace that has prevailed in our industry is menaced, unless there is a radical change in the attitude and methods of the Brotherhood, which can hardly be expected. Nothing that can be done by our side will much longer postpone that inevitable strike. The agreement with the Brotherhood is a treaty. The conditions of that treaty are being more and more frequently ignored or deliberately violated. This can only result in the severing of diplomatic relations. While a strike, with all its train of evils, is to be dreaded, there are some worse things. It is an open question just now whether a strike would not pay. It could only result in our recovering some measure of control of our business, which now is largely managed by local unions, much to the detriment of all concerned.

If we interpret correctly the temper of our members, it is safe to say that after a strike is started by the Brotherhood it will never end until we have won back our right to employ whom we please for every job between slip making and packing—our right to have our work done in any way that suits us best, regardless of precedent or practice—our right to regulate our payrolls in accordance with the prevailing market price for similar labor—our right to open our doors to any class of labor that will do our work cheapest and best. It will mean the end of the misnamed uniform list, and the beginning of a term when we may expect some adequate return in peace and profits for what we have invested in time, brainfag, and money.

A word here will not be out of place in commendation of our standing committees. They have passed through a hard year, having been called upon to solve an unusual number of difficult problems. This work has required diligence, skill, and an amazing degree of patience. Their failure to reach a settlement in some instances was due to the attitude of some members of the Brotherhood committeemen which has been referred to earlier in this report. Our committees have been much assisted by the excellent work of our secretary, Mr. Goodwin, who has accumulated and has on file in his office a wide range of data touching prices and working conditions. Our members are getting the habit of calling upon him for the facts in disputed cases, and they seldom fail to get what they need.

Recently the various joint committees provided for by the Chalfonte Conference have met and made settlements as follows: Price list for casting molds with handles attached; size list and price list for jiggering soda mugs; size list and price list for casting teapots. As a matter of record, the agreement covering casting molds should be printed with this report.

It is only fair to say that the committees appointed by the Brotherhood to deal with the above questions were composed of men of ability and fairness—quite a pleasant contrast to some some of the committees we have recently met. But it must be remembered they were appointed, not elected.

President Gosser endorsed Mr. Wells and the Labor Committee, adding that the pottery manufacturers had tolerated more at the hands of the union than had any other employers of labor. "I believe in union labor," said Mr. Gosser, "but I don't believe in being its slave."

Mr. Wells was called on for a report of the Manufacturers' Cost Committee, and gave it at great length. It was listened to with the closest interest. Some of the statements made by Mr. Wells showed what had been done in this direction during the year, and others fairly bristled with suggestions for changes and improvements of the most important character.

Marcus Aaron gave the report of the Transportation Committee, detailing the unusual work that had come to that body during the year. This included the successful resistance of an attempt to change freight classification in certain territory that, if enforced, would have meant an increase exceeding twelve per cent. in freight rates and would have driven American pottery out of the market in that particular section. Mr. Aaron also pointed out that eternal vigilance on the part of the potters was essential in this very important matter of transportation, giving as an instance that consumers of Florida clays were threatened with a substantial increase in freight rates in the East Liverpool district and in other Western potteries. He asked that Mr. Edgar, of the Edgar Plastic Clay Co., be permitted to explain the situation to the Association.

Mr. Edgar told the story of his company's efforts to meet a proposed increase in freight rates on Florida clays, of which some 15,000 to 20,000 tons annually were used in the section affected. He explained that his company had already given notice of an appeal to the Interstate Commerce Commission, and the proposed rates had been postponed until the matter could be heard. He suggested that the Association look into the matter, and Mr. Aaron was instructed to get his committee together for a report on Thursday.

George C. Thompson, W. E. Wells, William L. Smith, Jr., H. D. Wintringer, and Charles L. Sebring were named as a nominating committee, and then one of the most important sessions in the history of the Association came to a close.

THURSDAY MORNING SESSION.

Promptly at ten o'clock Thursday morning a score or more of the members, headed by First Vice-President William Burgess, went to the White House, where they were received by President Woodrow Wilson. There were only a few moments of waiting in the large reception room outside of the executive offices before the members of the association were ushered into the presence of the Chief Executive, who, with a pleasant smile, shook each visitor by the hand.

As soon as they returned to the Hotel Raleigh the convention was called to order. This was purely an executive session, which lasted until six o'clock at night. Only a few minutes were taken for a noon recess, as a lot of business had to be crowded into the afternoon in order that the meeting should not run into the third day.

While no official statement was made as to the result of the session, it was learned that the time was taken

up exclusively with the discussion of reports made at Wednesday's session and the recommendation of what action should be taken by the association. The matter of costs was discussed at considerable length.

The last business of the convention was the adoption of the report of the nominating committee, which resulted in the election of the following officers:

President, T. A. McNicol, East Liverpool.
First Vice-President, William Burgess, Trenton, N. J.
Second Vice-President, Charles C. Ashbaugh, East Liverpool.
Third Vice-President, Marcus Aaron, Pittsburgh.
Secretary-Treasurer, Charles F. Goodwin, East Liverpool.

EXECUTIVE COMMITTEE.

W. L. Smith, Chairman.....East Liverpool, Ohio
Charles Howell Cook.....Trenton, N. J.
W. E. Wells.....Newell, W. Va.
George C. Thompson.....East Liverpool, Ohio
Edwin M. Knowles.....East Liverpool, Ohio
H. N. Harker.....East Liverpool, Ohio
C. C. Ashbaugh.....East Liverpool, Ohio
W. S. George.....East Palestine, Ohio
Chas. L. Sebring.....Sebring, Ohio
Patrick McNicol .....East Liverpool, Ohio
Chas. F. Gosser.....Coshocton, Ohio

LABOR COMMITTEE.

W. E. Wells, Chairman.....Newell, W. Va.
H. N. Harker.....East Liverpool, Ohio
W. L. Smith.....East Liverpool, Ohio
Patrick McNicol.....East Liverpool, Ohio
F. A. Sebring.....Sebring, Ohio
Geo. C. Thompson.....East Liverpool, Ohio
Thomas B. Anderson.....East Liverpool, Ohio
Homer J. Taylor.....East Liverpool, Ohio
H. D. Wintringer.....Steubenville, Ohio
A. G. Dale.....Trenton, N. J.

MANUFACTURERS' COST COMMITTEE.

Charles L. Sebring, Chairman.....Sebring, Ohio
Joseph Mayer .....Beaver Falls, Pa.
Marc Solon.....Trenton, N. J.
R. N. Logan.....East Palestine, Ohio
Chas. F. Gosser.....Coshocton, Ohio

ART AND DESIGN COMMITTEE.

Chas. F. Gosser, Chairman.....Coshocton, Ohio
W. H. Phillips.....East Liverpool, Ohio
Chris Horton.....East Liverpool, Ohio
H. R. Wylie.....Huntington, W. Va.
C. W. Foreman.....Minerva, Ohio

MEMBERSHIP COMMITTEE.

Chas. C. Ashbaugh, Chairman..East Liverpool, Ohio
H. W. Harker.....East Liverpool, Ohio
W. H. Phillips.....East Liverpool, Ohio
Ambrose Cartwright.....East Liverpool, Ohio

PRICE LIST COMMITTEE.

H. D. Wintringer, Chairman.....Steubenville, Ohio
A. G. Dale.....Trenton, N. J.
W. E. Wells.....Newell, W. Va.
Hugh L. McNicol.....East Liverpool, Ohio
Edwin M. Knowles.....East Liverpool, Ohio
W. L. Smith, Jr.....Chester, W. Va.

RECEPTION COMMITTEE.

Edwin M. Knowles, Chairman..East Liverpool, Ohio
John A. Campbell.....Trenton, N. J.
Marcus Aaron.....Pittsburgh, Pa.
W. L. Smith, Jr.....East Liverpool, Ohio

KILN AND FUEL COMMITTEE.

Guy Crooks, Chairman.....Crooksville, Ohio
Charles I. Aaron.....Pittsburgh, Pa.
John W. Vodrey.....East Liverpool, Ohio
Thos. Darrah.....Salem, Ohio
John George.....Canonsburg, Pa.
E. L. Henderson.....Carrollton, Ohio

HISTORIAN.

Henry Brunt.....Baltimore, Md.

EASTERN DISCHARGE COMMITTEE.

James J. Dale.....Trenton, N. J.
F. G. Mellor.....Trenton, N. J.

WESTERN DISCHARGE COMMITTEE.

T. A. McNicol.....East Liverpool, Ohio
Chas. F. Goodwin.....East Liverpool, Ohio

TRANSPORTATION COMMITTEE.

H. P. Knoblock, Chairman....East Liverpool, Ohio
John A. Campbell.....Trenton, N. J.
John A. McNicol.....East Liverpool, Ohio
Samuel B. Larkins.....Salineville, Ohio
John B. MacDonald.....East Liverpool, Ohio

AUDITING COMMITTEE.

Dale D. Thompson.....East Liverpool, Ohio
Robert T. Hall.....East Liverpool, Ohio

STATISTICS COMMITTEE.

Joseph Mayer, Chairman.....Beaver Falls, Pa.
Louis I. Aaron.....Pittsburgh, Pa.
G. A. Trenle.....East Liverpool, Ohio
Ambrose Cartwright.....East Liverpool, Ohio
Geo. W. Ashbaugh.....East Liverpool, Ohio
C. L. Gray.....East Liverpool, Ohio
Paul G. Duryea.....Trenton, N. J.

MACHINERY COMMITTEE.

Marc Solon, Chairman.....Trenton, N. J.
Patrick McNicol.....East Liverpool, Ohio
Thos. B. Anderson.....East Liverpool, Ohio
E. L. Torbert.....Syracuse, N. Y.
Guy Crooks.....Crooksville, Ohio
Fred Sebring.....Sebring, Ohio
Chas. Doll.....Mount Clemens, Mich.
Will Pape.....Coshocton, Ohio

MATERIAL COMMITTEE.

Ernest Mayer, Chairman.....Beaver Falls, Pa.
D. E. McNicol.....East Liverpool, Ohio
Robert T. Hall.....East Liverpool, Ohio
Dan Cronin.....East Liverpool, Ohio
Will E. Vodrey.....East Liverpool, Ohio
John George.....Canonsburg, Pa.
H. N. Harker.....East Liverpool, Ohio

EASTERN HEALTH COMMITTEE.

John A. Campbell, Chairman.....Trenton, N. J.
John Maddock.....Trenton, N. J.

WESTERN HEALTH COMMITTEE.

W. W. Harker, Chairman.....East Liverpool, Ohio
T. B. Anderson.....East Liverpool, Ohio
Chas. C. Ashbaugh.....East Liverpool, Ohio

EASTERN GENERAL WARE STANDING COMMITTEE.

Fred Sutterlin.....Trenton, N. J.
James Turner.....Trenton, N. J.
Thomas Hill.....Trenton, N. J.

WESTERN GENERAL WARE STANDING COMMITTEE.

T. B. Anderson.....East Liverpool, Ohio
R. T. Hall.....East Liverpool, Ohio
Chas. F. Goodwin.....East Liverpool, Ohio

THE BANQUET.

The banquet at the Hotel Raleigh was by far the most elaborate ever arranged, and great credit is due the committee, which consisted of Edwin M. Knowles, Marcus Aaron and W. L. Smith, Jr. The menu was as follows:

Lynnhaven Oyster Cocktail

Green Turtle a la Royale

Supreme of Potomac Bass, Portugaise
New Bermuda Potatoes

Braised Sweetbreads en Casserole
Jardiniere Mushrooms au Madere

Sorbet a la Chartreuse





Royal Copenhagen

Roast Baby Duck
Watercress Apple Sauce
Grapefruit Salad, Cream Dressing
Mousse Marie Cherese
Mignardises
Roquefort Cheese Crackers
Demi-Tasse

In introducing the toastmaster, Congressman J. Hampton Moore, W. Edward Wells reviewed briefly the banquets of the past fifteen years, and told of the many noted statesmen who have been the guests of the Association from time to time. He referred to the ability of Mr. Moore as a toastmaster, and when the latter picked up the gavel he did not fail to refer to Mr. Wells in equally complimentary terms.

The best known of the "come-backs" in the present Congress, "Uncle" Joe Cannon, was the first speaker, and he was greeted with rousing cheers and a Chautauqua salute. Although past threescore and ten, Mr. Cannon was as lively as a cricket. One of his pleasant utterances was when he referred to attending a Potters' Association banquet in Chicago fifteen years ago upon invitation of Mr. Wells.

United States Senator Smoot referred briefly to the renewed activity of the Republican party.

Representative James R. Mann, the minority floor leader of the House, told in his characteristic manner of the work that was before the present session of Congress.

Senator George T. Oliver interspersed his brief address with so much wit as to "bring down the house," although when Congressman Joseph Fordney told some stories of people he knew in Kentucky and Michigan he was voted the best laugh creator at the banquet.

Senator Charles Curtis of Kansas referred to the last campaign in that State, and a new member of the upper House, Warren G. Harding, of Ohio, paid a glowing tribute to the public work of Joseph Benson Foraker, his predecessor.

Representative Gardner of Massachusetts made his first appearance at a banquet of the Association and was warmly received.

Congressman Richard Austin of Tennessee referred to the low wages paid foreign labor in comparison with those paid in American industries, and like remarks were made by Representative Miller of Minnesota, who recently completed a trip through China.

Brief but entertaining talks were given by Congressmen Green of Iowa, Sloane of Nebraska, Hollingsworth of "the Ohio pottery district," Hill of Connecticut, and Barchfield of Pittsburgh.

Each guest at the speakers' table was presented with a desk paper-weight from the E. M. Knowles plant in the form of a small cover dish, mounted on a square base.

Ernest Mayer, of the Mayer Pottery Co., who became ill while attending the convention, and was compelled to return home, has recovered and is again at his desk.

W. S. George, who had been spending a holiday at Asheville, N. C., came direct from there to Washington to attend the meeting.

After the close of one of the business sessions a manufacturer observed to a crowd of potters in the lobby of the hotel that he was going to show a new 42-piece composition for 1916. When asked what it would consist of he said: "A covered butter—three pieces—and thirty-nine individual butters."

"TREATING" A THING OF THE PAST.

"TREATING to drinks, cigars, dinners and theatre parties has dropped to almost an immeasurable quantity in connection with our annual expenses," said one of the older men in the trade in a talk the other day with the CROCKERY AND GLASS JOURNAL'S Boston representative. "In the old days it used to seem to me as if all of the traveling men and buyers, and most of the storekeepers, were drinking daily. When I first took to the road I had an idea that I could stand up and drink with the rest of them. Well, I found I couldn't, and that even if I could I wouldn't. There were two reasons why I cut it out. In the first place, it injured me physically, and in the second place it began to dawn upon me that almost every man in business objected to having a traveling man drop in to show goods when he was smelling strongly of liquor. Mind you, it seemed to make no difference how much the prospective buyer might drink himself; he objected just as surely to the other fellow. Of course, there must have been hundreds of other men who woke up to the same situation and who did as I did—cut out liquor during business hours at least. The result is that the traveling man has saved many dollars on 'treating;' the manufacturer has saved the expense which later fell upon him; and the final consumer—who naturally has to 'pay the frieght' in the end—gets things cheaper. Now, although I am fond of a glass once in a while myself, still I believe that everyone is better off for this change. As to theatre and dinner parties, they're almost a thing of the past except where a buyer who comes to town is taken out purely because of personal friendship, just the same as one might take any other frieud."

HARD LUCK.

"THE doctor says my husband must give up smoking."

"Well, you ought to be glad of it."

"Glad! Just as I was within 500 coupons of getting a new set of cut glass tumblers!"

The Ideal Manufacturer.

A PRIZE competition instituted by the London "Pottery Gazette" for the best descriptions of "The Ideal Manufacturer" brought out the following:

PRIZE PAPER NO. 1, BY J. G. STEWARDSON.

THE MAN.—First and foremost, the ideal manufacturer must be a man of many parts; and also one who realizes that his interests and those of the dealer are not separate or inimical, but are inseparably interwoven, if not identical.

Without this conception of business relationship, it is impossible for any manufacturer to be ideal, in the conception of the dealer. He must understand not only the manufacture of marketable pottery and the disposal of it to the dealer, but he must also have some knowledge—or at least understanding—of the trading conditions of the wholesaler and retailer.

HIS PRINCIPLES.—He must be a man of absolute integrity, straight in all his dealings, and one who endeavors to see that such integrity and straightforwardness characterises his staff, from representative to office boy, from head warehouse man to packer's boy. Business, to be done on ideal lines, must be done with absolute honesty and perfect frankness. He should decline to be imposed upon, but should equally abstain from seeking to impose upon, or get the advantage of, his customer; and impress such principle upon those who work for him. Cuteness and diplomatic lying may enable a manufacturer to get out of many difficulties, to get the advantage over those he deals with; it may even enable him to establish a huge business or make a fortune, but it can never give him satisfaction of a clean reputation or give him a satisfied clientele. In short, to be ideal, a manufacturer must not only be a business man, but also a man of principle, which principle should be impressed upon the actions of all his staff.

HIS METHODS.—To understand the dealer's requirements, as far as practicable, to act towards the dealer as he would desire to be treated, were he in the dealer's place, is the first essential in the ideal manufacturer's methods. Perhaps nowhere more than in his office, or offices, has a manufacturer a better opportunity of carrying this ideal principle into practice, and perhaps nowhere is it more neglected. In ideal trading, promises made are earnest obligations to be faithfully and honorably carried through—or reasonable explanations offered. Yet, in thousands of cases, promises definitely made are violated through carelessness, or, where it is impossible of fulfillment, because of technical difficulty or damage in production, no explanation is offered to the dealer until he has written, in some cases repeatedly. Hence the ideal manufacturer is one who causes every promise made to be entered into a "promise-book," with the date of promise opposite to it. This book will be under his own supervision, or that of his manager, who will see that such promise is kept—or know the reason why; and will cause the dealer to be advised of such reason. The withholding of such information is unreasonable, unbusinesslike, and discourteous, and it is often detrimental to the best interests of the dealer, who, in confidence, has probably made a promise to his customer.

ACKNOWLEDGING ORDERS.—Again, the acknowledgment of every order—even if it be only for a teapot cover—is an essential in ideal business; for how is a dealer, otherwise, to know that his order has been received and put in hand?

CORRESPONDENCE.—In his office, every letter will receive not merely acknowledgment, but its import and inquiry receive full consideration, and a reply "per return" made if possible. To allow several days to elapse before replying—or to make only partial reply—overlooking, as so many do, some of the most important details in a letter, thus causing the dealer to write again, is neither just nor businesslike. The tradesman's time is as valuable to him as the time of the manufacturer or his clerk is to them, and the ideal manufacturer recognizes this.

EMPTIES.—He it is who also has a definite system for the receiving of "returned empties," and who sees that the receipt of every empty is duly entered, with its number and description; and who also sees that the sender is duly advised of its receipt same day as received. He will further see that if empties, which have been duly advised, are not received within a reasonable time, the sender be communicated with in order that he may take the matter up promptly with the railway company.

MATCHINGS.—These are at once the bane of the manufacturer, as they are of the dealer; but the ideal manufurther will realize that they must receive proper consideration, especially if the application for same is made by one who deals regularly with his firm.

If the wholesaler or retailer induces the public to take a firm's goods, then it is the duty of that firm to enable the dealer to retain his customer, by supplying matchings of such goods when required, even at considerable inconvenience and sacrifice. Such inconvenience and sacrifice is fully mutual, but the loss to the dealer is greatly increased if he has to repeatedly write for same, or if his instructions as to sending of same are disregarded, as they

ofttimes are.

Concession.—Circumstances, which are peculiar to our trade, frequently arise through breakage, misunderstanding of instructions to despatch, excessive packing charges, faults of selection, etc., and it is just here that the "sweet reasonableness" of the ideal manufacturer will pre-eminently serve to smooth over such difficulties. His willingness to make reasonable and fair allowance will often clear matters, which, if not equitably adjusted, rankle in the mind of the dealer, and may even lead to the closing of a long-established account.

Organization.—In the organization of his warehouses, the "ideal" ability of a manufacturer is most acceptably proven. The keeping up of his stocks of "biscuit" and white ware, against all reasonable requirement, a careful anticipation of the demands of the dealers, or of a season's trade, these are two characteristics which place him in high esteem with the dealer. Every system which will assist in this direction will be adopted by him. That firm is most appreciated by the dealer which gives him promptest supply, and which does not allow him to create a demand, and then to lose sales by having to wait for current lines, until the demand has gone "off."

Smart Anticipation.—The manufacturer who is quick to realize when he has produced a good thing, and has the daring to get large stocks made against almost certain requirements, is the man to whom the dealer's heart (and orders) goes out, and who makes mutual trading a pleasure. For when the dealer is shown a "good" thing, he wants it "now," while he is keen and enthusiastic; but if it is two to three months before his supply comes to hand, his interest and enthusiasm has often gone "dead."

Open Ear and Mind.—Further, the ideal manufacturer is one who is careful in the selection of his representative, but who, when he has chosen him, will give him his full confidence, and all reasonable "power of attorney." For he is the manufacturer's deputy, and the dealer regards him as such, and addresses his inquiries and suggestions to him as such. The manufacturer should, therefore—and the ideal one will—give earnest attention to the inquiries and the suggestions of his representative, for the latter will know more of the dealer's requirements and of public taste and competitive lines, than himself. He will also keep an open ear to any suggestion the retailer may make to him through his representative, and show a willingness to assist the dealer in every possible way. He will not be above taking a hint when a new and good idea is given to him, or above showing his appreciation when good results follow the adoption of the good idea. He will be willing, at all times, to assist both his representative and the dealer in every possible way towards the development of mutual trade, regarding the dealer's good-will as a valuable asset in his business.

A manufacturer possesing all or most of these virtues may seem to be too "ideal" to practically exist, but this is not so. My mental vision is fixed on one such at the present moment of writing, and I value him at his real worth.

Prize Paper No. 2, by W. D. Redington.

Idealism is an ethical standard to which many aspire, but seldom attain. A paper of this description will, however, prove an admirable medium for portraying "the ideal manufacturer" as he ought to be, revealed by the clear and penetrating searchlight of "the ideal dealer's" unerring scrutiny.

The path of the manufacturer in the pottery and glass trade is beset with many little difficulties which hitherto have been deemed insurmountable—a path strewn with futile attempts at reconstruction. But the "ideal manufacturer" is not daunted thereby; neither is he simply a blind seeker after the new and uncultivated. A creator of precedents he may be, for he realizes that the old order must give place to the new; and to this end, in his desire for success and his determination to succeed, he directs ceaseless effort and constant labor. He is one who, without in any way sacrificing his individuality or style, will endeavor to the utmost of his ability to meet all the requirements of the "ideal dealer."

The "ideal manufacturer" has a thorough grasp of all the details of his business, and recognizes amongst the first priciples thereof that the dealer is what is known in some trades as a "middleman." In other words, the manufacturer is responsible principally to a comprehending dealer, whereas the dealer is dependent on the manufacturer, and responsible to a very exacting and often ignorant public. With this fact in mind, the "ideal manufacturer" gives careful and constant attention to those many details which, though apparently trifling, really constitute a large part of the daily routine. As Plutarch truly says, "Trifles make perfection, yet perfection is no trifle." The man who masters the details is on the sure road to perfection!

(1) As to Matchings.—Troublesome, trifling, and usually unprofitable to both manufacturer and dealer—the "ideal manufacturer" will, as far as possible, execute these with alacrity and dispatch, knowing that a satisfied customer is a regular customer. He will not give a date for delivery haphazard, and keep no further trace of that date. If a promise has been made for delivery it will be adhered to, and if through unforeseen circumstances this becomes impossible, he will give due notice of the fact. The "ideal manufacturer" is fully aware of the annoyance and inconvenience to the dealer attendant upon orders for "matchings," and consequently makes it one of the chief points of his business to give no cause for complaint from his dealers so far as this branch of the business is concerned.

(2) Straw and Packing Charges.—The "ideal manufacturer" will give this problem his most careful attention. He will keep the charges within a reasonable limit, knowing well the resentment all dealers have to paying for packages, straw, and packing. He recognizes that the dealer of to-day considers the whole system of charging packages, etc., as too complex. He knows that for years

the dealer has smarted under what is regarded as an imposition which adds from 5 per cent. to 10 per cent. on the cost of the goods, and is fully alive to the fact that this vexed question, tolerated hitherto, will no longer be endured and must now be swept away.

In its place he will simply have an inclusive price for all goods—with the possible exception of an extra charge for packages only—and on these he has a fixed scale of allowance for returns.

In the case of small parcels by post, he will charge bare expenses.

(3) Advance in Prices as an addendum at the foot of the invoice. The "ideal manufacturer" will, immediately an advance is decided upon, re-arrange his prices so as to incorporate such advance in the cost of the goods, for he is full aware that any method tending to hinder or complicate the dealer in arriving at the true cost of the goods must at once be superseded by one more comprehensive, i.e., by inclusion.

(4) Invoices.—The "ideal manufacturer" makes it a regular practice to invoice all goods the same day as dispatched, having profited from the knowledge he has of the iniquitous method of many manufacturers who systematically date invoices at the end of the month, the goods following in the early days of the ensuing month. He considers such a procedure as "infra dig.," as well as annoying and an affront to any customer.

(5) Copy of Goods on Order.—This is one of the minor points the "ideal manufacturer" will always bear in mind. When his representative is due to call upon his customer he is careful to send a copy of all goods remaining on order. He knows the value and necessity of this, for although the dealer may know what goods have not been sent in, the "ideal manufacturer" deems it his duty to send a list for comparison, and thus obviate possible mistakes—he considers it advisable, if only for the sake of accuracy.

(6) Illustrated Price Lists.—He takes a great pride in the excellence and accuracy of the lists he publishes from time to time, containing not only prices and detailed descriptions of all his products, but faithful pictorial representations of the more important and best selling articles—his list book of shapes is vital and important.

(7) Is Personally Acquainted With His Dealers.—This is a most significant item in the itinerary of the "ideal manufacturer." He is not content, like so many of his rivals and contemporaries, to hold aloof from his customers. He is conversant with the special needs and requirements of the dealer, and, moreover, as head of the firm he is able to smooth over any little differences that may exist. He knows that the dealer is quick to appreciate this little act of courtesy, and the familiar knowledge he thus gains by friendly intercourse is an asset productive of real and lasting good.

To summarise, the "ideal manufacturer" keeps trace of all matchings, charges for packages only, incorporates all advances in the cost of the goods, sends a copy of goods on order, keeps his customers supplied with "ideal" lists, is personally acquainted with all his dealers.

1,000 ITEMS IN THIS COLLECTION.

THE Charles E. Locke art collection, now being sold at the galleries of the American Art Association, consists of Oriental porcelains and carvings, antique glass of European and American manufacture, old pewter, brass and copper.

Mr. Locke, as a collector, had an eclectic taste, and his activities covered a wide range. His Chinese porcelains include single color pieces, wares decorated in several enamels, fragile and rare eggshell cups, and many bowls in the quiet brown and gray glazes that the Orientals themselves are fond of.

Among the single color pieces are many in brilliant red glazes, such as the pigeon red vase that bears the apocryphal character mark of the Hsuan-Te period; the hanging vase of the bulbous form with a crackle glaze of the "Lang-yoa" variety, showing flecking and the effect of "clots of blood," and the crushed strawberry red bottle, with a texture of "pearskin" quality.

There are bowls and vases in turquoise, imperial yellow, blanc de Crine, apple green, mustard yellow, powder blue and of course much blue and white. Among the latter are a bowl dating from the K'ang-hsi period that is decorated with a swastika motif relieved by eight panels that bear illustrations of sacrificial vessels belonging to a nobleman; two large bowls with decorations of garden pavilions and figures in cobalt blue that date from the Ch'eng-hua period; and in addition there are blue and white plates, cups and snuff bottles.

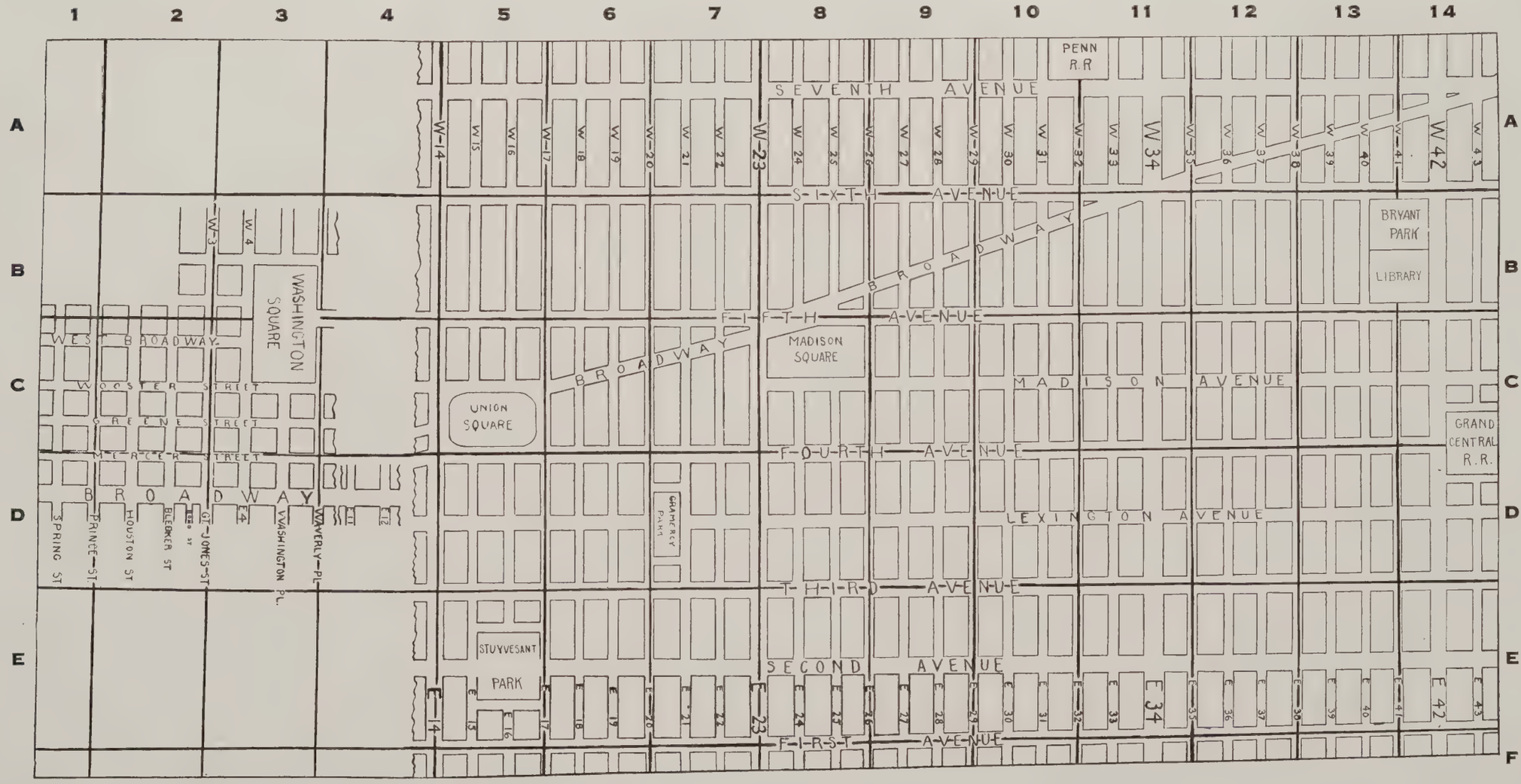
The art objects in metal include tankards, pots, figures, trays and vases, and among them are some cloisonne pieces. An eighteenth century East Indian buddha represents a Civa deity standing on a raised tiered base, with her palms held out in a characteristic buddhistic attitude. The figure is adorned with an elaborate headdress, while the garment and pendant are encrusted with cut steel.

The antique glass and antique metal divisions of the collection are large and both contain unusual specimens. There are whole cases of American pressed glass bottles, with portraits of the Presidents, log cabins, American eagles, bunches of grapes and other emblems and symbols, made by factories at Dyottville, Pa.; Westford, Conn.; West Willington, New London and other places.

There are twenty specimens of Stiegel manufacture and much Greek, Roman, Phoenician and Sidonian glass. There are in fact large groups of antique glass from all the European countries, with an especial preponderance of old Bohemian pieces and German glasses that have been decorated with enamels. Some of these objects are decorated with the arms of noblemen, others have inscriptions and views.

The brasses and the copper vessels, like the glasses, come from many countries. There are Arabic brass mosque lanterns, Dutch spice grinders, old English bed warmers, coal hods, kettles, water urns and candlesticks. Altogether there are about 1,000 items in the Locke collection, the sale of which began December 15.

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
ondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co. 45 East 20th St.....D-7

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No. 163 Black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross.

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BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



BASKETS

FOR XMAS GIFTS

51 Pieces - - Only $20

The two illustrations here shown will give you some idea of one of the finest basket assortments that we have ever put out. Each assortment includes Fern Dishes, Fruit Baskets, Work Baskets, Sandwich and Serving Trays, Flower Baskets and Scrap Baskets. Every piece is a good selling size, and if your trade shows a preference for color you can have your assortment in either smoked bamboo (brown) or very rich dark antique oak.

No. 628 | 51 Assortment, $20.

Order this number if you want the brown smoked bamboo. The assortment contains baskets as illustrated.

No. 628 | 510 Assortment, $20.

Order by this number if you want the rich dark antique oak finish. The assortment is exactly like the one above except in finish.

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS

CLEVELAND, OHIO

China Glass Electric Goods House Wares



GUERIN & CO.,

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. J. Pouyat & Co.

Fall Sample Line Now on Display..

Shipments Arriving Regularly.

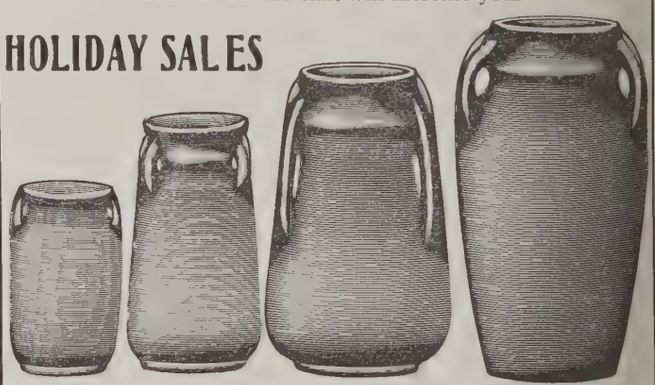
43 to 47 West Twenty-third St.,

NEW YORK CITY.

OUR NEW MOSS GREEN.

Here's the line that will increase your

HOLIDAY SALES



M05 Vase. 6-in. M04 Vase. 8-in. M03 Vase. 10-in. M02 Vase. 12-in.

A LINE OF VASES TO RETAIL AT 10c. TO $1.

HIS new line of Matt Green has fine texture, good color and has appearance of a high-priced article, but can be retailed at a price within the reach of the masses. Made in *Jardinieres, 5 to 14 inches; Pedestals, Vases, Ferns, Umbrella Stands, etc.*

Send for handsome colored illustrations—just out. Better yet, let us send you sample line—$10, $20 or $40.

The Brush-McCoy Pottery Co.,

Zanesville, Ohio.

New York, COX & LAFFERTY, 25 Park Place.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

FRANCE A DEPOSE C. AHRENFELDT LIMOGES

Open Stock Service

. . . IN . . .

The Celebrated Ahrenfeldt China

Manufactured at Limoges, France.

The following patterns are NOW IN STOCK:

No. 9847.	Chantilly.	No. 10159.	Madeleine.
No. 11016 b.	Roumania.	No. 8486.	Emerald.
No. 11794.	St. Cloud.	No. 11704 b.	Ruby.
No. 11797 b.	Helvetia.	No. 11865.	L'or.

No. 10760 b. Notre Dame.

This is the time to look over your stock and send in your orders so you will not miss any sales in the above patterns during the coming two busy months. *Prompt and careful service. Moderate prices.* Beautiful colored folders upon request to help you advertise.

Herman C. Kupper,

Importer,

52 Murray Street, New York.

Schierholtz

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

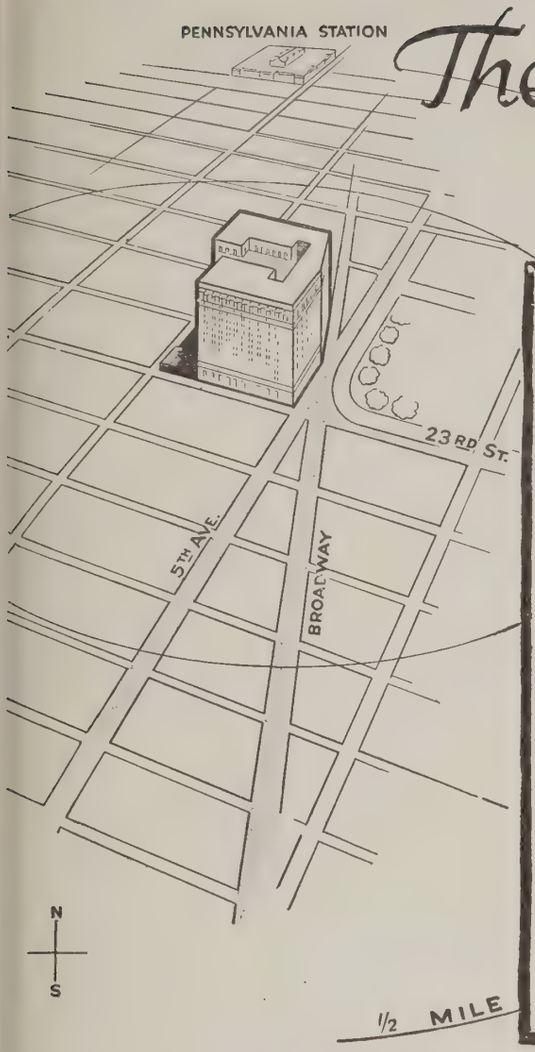
Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.



The FIFTH AVENUE BUILDING

FINANCIAL prestige comes from being a tenant of the Fifth Avenue Building, New York. The roster of occupants contains scores of firms whose business integrity is as well-known to the trade as their goods are trusted by the public. It's a list that any company would be proud to belong to.

The Fifth Avenue Building is on a famous site—that of the old Fifth Avenue Hotel—and has a nationally advertised address—Broadway and Fifth Avenue. In it are housed many leaders in the pottery, glass and allied lines and so many other well-known companies in various branches of trade that it is a permanent business exposition in the limelight of buyers.

Flanked with subway, elevated and surface lines, the Building is only a few minutes away from the retail shopping centre, the steamship and railroad terminals and the theatre and hotel districts.

Executives who need the outlet of a New York office, or find something lacking in their present quarters, should write for reasons why the Fifth Avenue Building gains a distinctive list of tenants by its strategic location and splendid service.

FIFTH AVENUE BUILDING COMPANY, New York City

VITRIFIED HOTEL CHINA

FOR

HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.

JUSTIN THARAUD

25 WEST BROADWAY,

NEW YORK.

SOLE AGENT FOR

L'UNION CÉRAMIQUE, LIMOGES, FRANCE.

The Compliments of the Season, and a Host of Good Wishes!

Johnson Bros. (Hanley) Ltd.,

MAKERS OF THE WORLD-FAMOUS

ENGLISH EARTHENWARE.

DINNERWARE patterns for 1916 are a bit out of the ordinary. Buyers would do well to look the samples over carefully when opportunity offers.

Our WHITE CHANTILLY Shape has no equal in earthenware—quality and style considered.

JOHNSON BROS.,
Office, 46 West Broadway.

GEO. B. JONES,
American Representative.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

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Factories—Meriden, Conn.; Suffern, N. Y.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware.

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FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender, Inc.

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

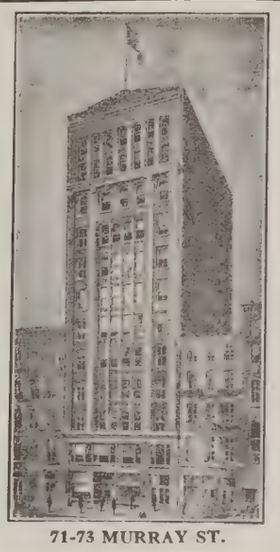
Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co.,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory ?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

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Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades,
Novelty China Lamps, etc.,

45 EAST 20th STREET, near 4th Ave.
Tel. Gramercy 5315.

GUERNSEYWARE.

EARTHEN—Brown, White-Lined.
PORCELAIN—Ivory White, Brown Betty and Olive Green.
Cooking and Serving Dishes.

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Haviland & Co

11 East 36th St.



The Fifth Avenue Building.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

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Josiah Wedgwood & Sons, Ltd.,
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The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

Tel., Madison Square, 6435 and 6436.

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Japanese Goods.

No. 546 BROADWAY.

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SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

Dohrmann Commercial Company,

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Permanent Sample Room and Buying Office.

The "different kind" of Oriental lines. For import only.

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Importers of Japanese Goods,

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Telephone, Stuyvesant 1056.

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H. Northwood Co.
Glassware—Colored and Decorated. Illuminating.

Mercer Glass Co.
Lead Blown Light Cut Glassware.

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Chicago Office, 325-31 W. Madison St.

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REPRESENTING:

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware, plain, cut, enameled and etched.

Wellington Glass Co.
Illuminating glassware.

Indiana Glass Co.,
Pressed Table Glassware and Lamps.

The Sterling Glass Co.,
Rich Cut and Engraved Glassware.

Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,

W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

Representing Porzellanfabrik Tirschenreuth,

105-107 FIFTH AVENUE.

The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

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ESTABLISHED 1873.

Brass and Rubber Covered

EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.

ABELS & CO.

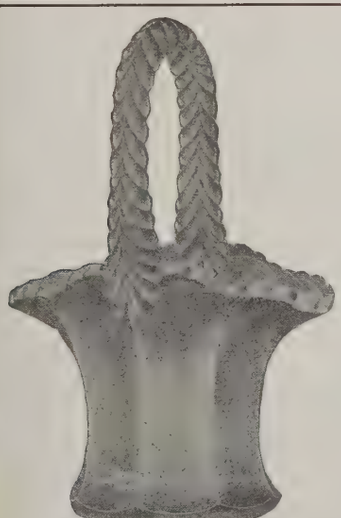
Manufacturers,

460 West Broadway, New York.

JUST so sure, Mr. Merchant, as you are reading this paragraph, hundreds of others would read your advertisement if it occupied this or any other space in our pages. The cost is trifling compared to the results attained. Write us about it.

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No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

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WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco.

ESTABLISHED 1869.

B. F. DRAKENFELD & CO.

Incorporated

Pottery and Glass Colors.

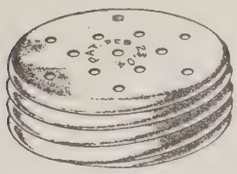
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

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East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.

We now carry about forty stock sizes. Write us for samples and prices.

A GOOD COST AND EFFICIENCY SYSTEM may seem to cost more than the other kind; but in reality it does not, because a man n business pays for anything he should have to increase efficiency, whether he has it or not.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.

Huntington Bank Building, Columbus, O.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

New York Office: 96 Park Place.

Factory: Brooklyn, N. Y.

The St. Louis Crystal Glass Co.

FOUNDED 1767.

Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 35 West 23d St., New York.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



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The ROESSLER & HASSLACHER CHEMICAL COMPANY

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LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS: PERTH AMBOY, N. J.

WAREHOUSE: East Liverpool, Ohio.

HARRY W. SMITH, Manager.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with [Parabola Shades; also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles.

Cuspidores and Match Safes.

Casseroles, Pie and Baking Dishes.

Fire-Place Fixtures—Andirons, Fire Sets. Fenders, Coal Hods, Umbrella Stands, etc.

"Perfection" Student Lamps.

Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories, 27th and 28th Sts. and 1st ave.

Western Sales Office, 180 N. Dearborn St., Chicago,

ESTABLISHED 1864.

Cartwright Bros. Co.,

POTTERS,

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1916. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

A. GREDELUE.



Glassware

Toilet Ware

Light and Deep Rock Crystal.

Fancy Goods

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

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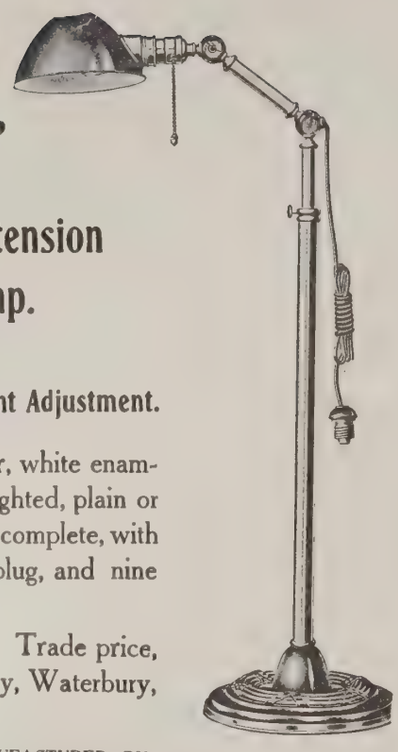
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THE

"PLUMWOOD"

Adjustable Extension Floor Lamp.



Brushed Brass Finish.
Ball Joint Adjustment.

Parabolic Brass Reflector, white enameled inside. Heavy, weighted, plain or embossed base. Wired complete, with pull socket, attachment plug, and nine feet silk cord.

Packed one in a box. Trade price, $7.50 each, f.o.b. factory, Waterbury, Conn.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

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No. 1227½

Make your display early. See display at our showrooms. A postal will bring our salesman.

The Pittsburgh Lamp, Brass and Glass Co.

General Offices, Pittsburgh, Pa.

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PILABRASCO

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Baltimore, 122 W. Baltimore St
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Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. FIREPLACE FURNITURE.

New York Salesrooms:

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Factories, - - Meriden, Conn.

Edward Miller & Co.'s

GOODS ARE RIGHT,
PRICES ARE RIGHT,
LOCATION IS RIGHT.

It costs but five cents and a *few* minutes' time to come to our store from *any* part of New York City.

COME AND SEE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burners,
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway, **New York.**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randolph St.
In Philadelphia, 1727 Chestnut St.

The Season's Greetings To You!



NEW LAMPS

OF

Phoenix Quality.

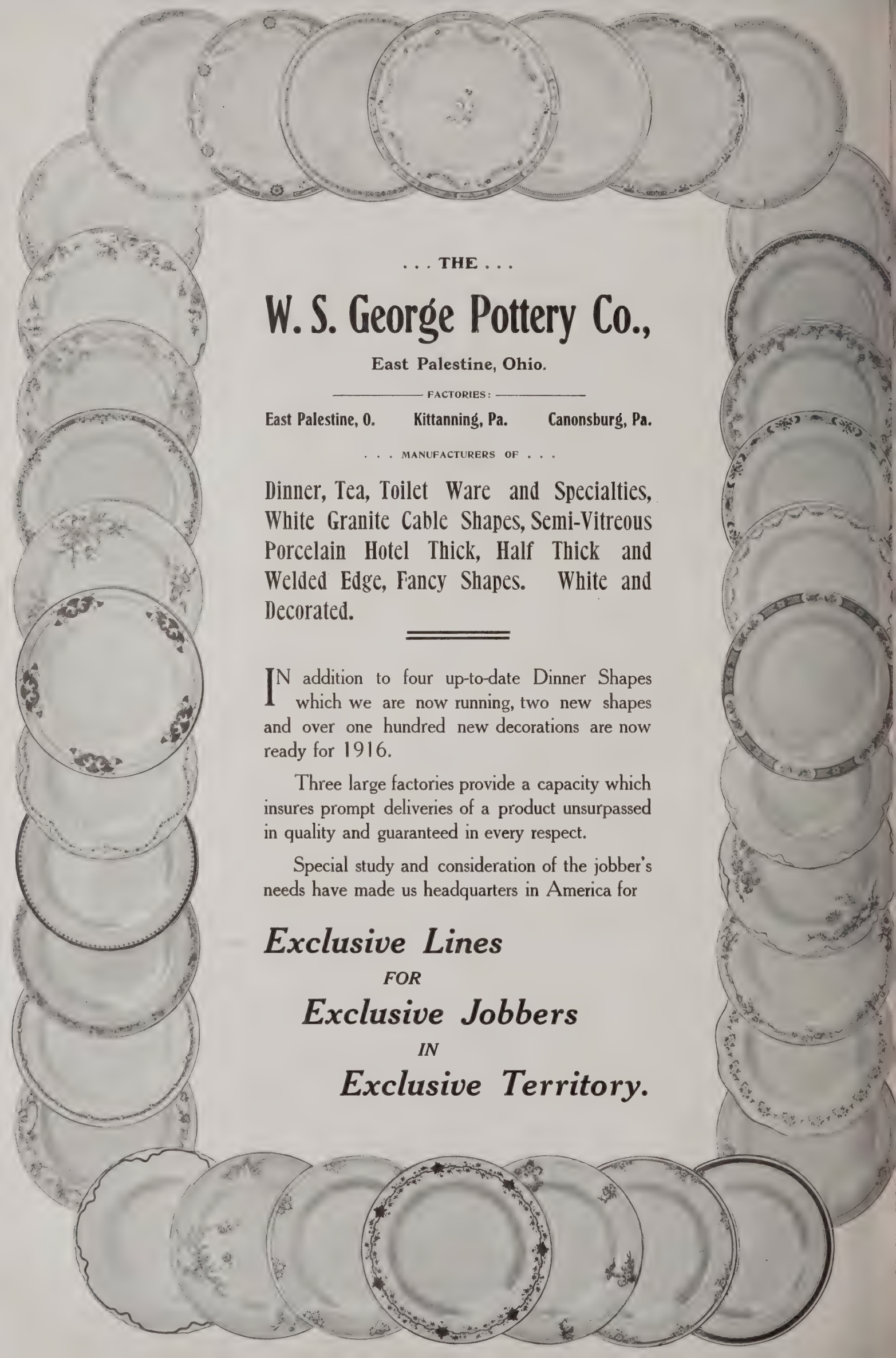
Our new line of decorated Portable Lamps is sure to please you. You cannot fail to appreciate the harmony between shade and standard, and unusually fine decorations of the new designs. Let them help you to success.

See our exhibit at the Fort Pitt Hotel, at Pittsburgh, during January.

THE

Phoenix Glass Company,

NEW YORK. BOSTON.
PITTSBURGH. CHICAGO.



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W. S. George Pottery Co.,

East Palestine, Ohio.

FACTORIES:

East Palestine, O. Kittanning, Pa. Canonsburg, Pa.

. . . MANUFACTURERS OF . . .

Dinner, Tea, Toilet Ware and Specialties, White Granite Cable Shapes, Semi-Vitreous Porcelain Hotel Thick, Half Thick and Welded Edge, Fancy Shapes. White and Decorated.

IN addition to four up-to-date Dinner Shapes which we are now running, two new shapes and over one hundred new decorations are now ready for 1916.

Three large factories provide a capacity which insures prompt deliveries of a product unsurpassed in quality and guaranteed in every respect.

Special study and consideration of the jobber's needs have made us headquarters in America for

Exclusive Lines

FOR

Exclusive Jobbers

IN

Exclusive Territory.

DEC 30 1915

CROCKERY AND GLASS Journal

Vol. 82. No. 26

Dec. 23, 1915

DINNER WARE.

TWO NEW SHAPES:

GLENWOOD. Plain. **EUREKA.** Fancy.

FORTY-EIGHT ENTIRELY NEW DECORATIONS.

POSITIVELY the most attractive line of medium and low priced dinner ware made in this country. Prices are right and our capacity insures prompt shipments.

The C. C. Thompson Pottery Co.,

MANUFACTURING POTTERS.

White and Decorated Ware, Rockingham and Yellow Ware,

EAST LIVERPOOL, OHIO.

THOMPSON'S YELLOW WARE IS BEST.

Blue Birds and Rims of Gold

THE ever-increasing demand for these popular and handsome decortions, comprising useful and necessary articles for the dinner service and boudoir, impels us to offer the suggestion to our friends that a post-holiday sale of either or both of these lines would prove very profitable for those who take advantage of it and order NOW.

We shall be glad to have your inquiries regarding these lines.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

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ESTABLISHED 1877. INCORPORATED 1903.

The Colonial Company.

POTTERS.

THIS TRADE THE COLONIAL CO MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER. TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. P. PLASS & BRO., 145 West 18th St.

Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
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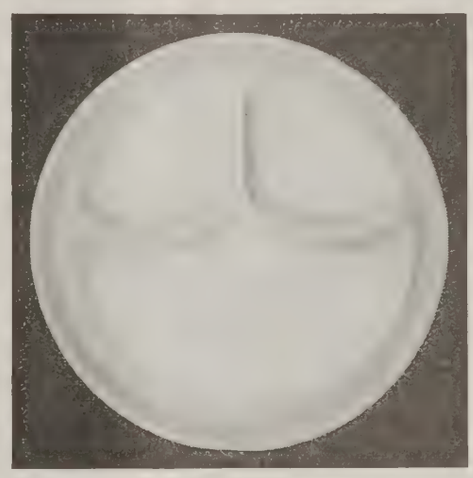
For Jobbers and Department Stores.

"YE COLONIAL."

Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by

THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



Vitrified Three Part Grill Plate

Has distinctive features that meet all the requirements of the hotel and restaurant trade

Write for full details

THE MAYER CHINA COMPANY
BEAVER FALLS, PENNA.

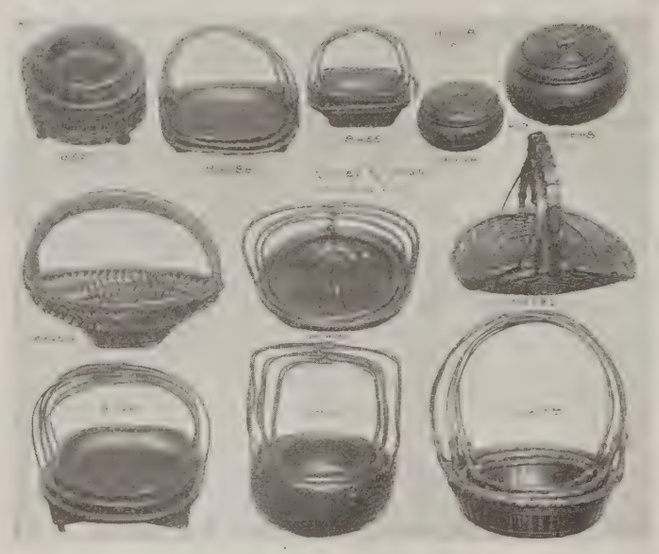
BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.



BASKETS

FOR XMAS GIFTS

51 Pieces - - Only $20

The two illustrations here shown will give you some idea of one of the finest basket assortments that we have ever put out. Each assortment includes Fern Dishes, Fruit Baskets, Work Baskets, Sandwich and Serving Trays, Flower Baskets and Scrap Baskets. Every piece is a good selling size, and if your trade shows a preference for color you can have your assortment in either smoked bamboo (brown) or very rich dark antique oak.

No. 628 | 51 Assortment, $20.

Order this number if you want the brown smoked bamboo. The assortment contains baskets as illustrated.

No. 628 | 510 Assortment, $20.

Order by this number if you want the rich dark antique oak finish. The assortment is exactly like the one above except in finish.

Mail your order today before our stock is exhausted. We will ship promptly from Cleveland warehouse.

THE KINNEY & LEVAN CO.

IMPORTERS AND DISTRIBUTORS

CLEVELAND, OHIO

China Glass Electric Goods House Wares



GUERIN & CO.,

Trade Mark W.G. & Co. **of Limoges, France,** Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. J. Pouyat & Co.

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

Please make note to see the new "Lines That Sell," Room 726, Fort Pitt Hotel, Pittsburgh, in January.

BRUSH-McCOY POTTERY COMPANY

ZANESVILLE, O.

New York, Cox & Lafferty, 25 Park Place.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.



"Where Glass Making is an Art and Quality Reigns."

New Creations and New Decorations for 1916.

ALWAYS SOMETHING NEW.

Central Glass Works,

WHEELING, W. VA.

UP-TO-THE-MINUTE GLASSWARE.

Needle-etched, Cut, Engraved, Gold Encrustations, etc.

Special Designs for Hotels, Clubs, Railroads and Steamships. Deep Plate Etched Crest work given special attention.

NEW LINES ON DISPLAY FOR 1916 AT OUR BRANCH OFFICES:

A. P. Doctor, 66 West Broadway, New York.
Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.
John E. Sawyer, 157 Summer St., Boston, Mass.
Green & Thomas, 33 S. Charles St., Baltimore, Md.
E. S. Pease & Co., 700 Main St., Buffalo, N. Y.
Bersback, Maloney & Co., American House, Denver.
Himmelstern Bros., 718 Mission St., San Francisco.
Thos. H. Butcher, Chicago and Middle West.

Thomas H. Butcher will display our line at the Palmer House, Chicago, Ill., during the month of January, 1916.

ESTABLISHED 1818.

Libbey Cut or Engraved Glass is universally recognized as the most exquisite and the most perfect, both in originality of design and in flawless craftsmanship.

That is the reason for the ever-increasing popularity of

LIBBEY

"THE WORLD'S BEST."

Impress upon your customers the fact that you are a Libbey dealer.

Show them the latest designs in Libbey Cut or Engraved Glass.

Bring home the fact that the Libbey trademark is full assurance of the highest quality.

THIS NAME ETCHED Libbey ON EVERY PIECE.

TRADE MARK

The Libbey Glass Co.,

TOLEDO, OHIO.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 23, 1915.

THE CONDITION OF BUSINESS.

New York

Trade is unusually good for this time of year—not big, but lively for Christmas week, which is naturally expected to be dull. Aside from the usual "hurry up" orders for matchings, the call for goods for next year is very large. In spite of the activity in their own establishments buyers are finding time to consider the future, and some excellent orders have been placed for early spring and late fall deliveries. Export orders are also pouring in. There is an exceedingly large demand for certain kinds of glass for foreign countries, and in one instance, where the amount involved is considerable, the buyer is begging almost with tears in his eyes for goods. His wants, however, are for a class that it is almost impossible to produce, owing to the lack of potash.

The receipts of china from Germany have been rather small for the last two or three weeks, but this week a considerable amount come in, and buyers were mighty glad to get them, late as it is.

The receipts of English and French goods have not come anywhere near the demand.

Japanese china comes in with regularity, and the importers have little or no trouble in this respect. It is rather remarkable that they have been able to get so many toys through. The proportion of packages of toys to china has been very large, and the supply has come nearer to meeting the demand than any other class of foreign goods.

Retail trade has been excellent during the past week, and would have been greater if the stores had a more complete assortment. But people have bought, taking what they could get, rather than what they wanted. Activity among the retailers is not confined to one section, either. It seems to be universal all over the country, and the fact argues well for next season.

From present appearances the spring business will be large, and limited only by the supply. War or no war, the crockery trade stands on the verge of the biggest business in its history, so far as the demand is concerned, and preparations to meet it are well under way. The importers have been fortunate enough to get many samples of new goods, and will display them early in January. The manufacturers of domestic wares have their new lines ready and will open in Pittsburgh promptly on the second of January. It is not expected that as many new lines will be shown as usual, but there will be many fresh items and extensions of lines already on the market.

East Liverpool and Vicinity

The condition of business with the pottery manufacturers at the close of this year is just the reverse of a year ago. Orders are plentiful, buyers are interested in 1916 lines, and throughout the trade a spirit of optimism prevails. As was predicted in this column months ago, the manufacturers have been compelled to revise part of their selling list, owing to the increased cost of materials. This will not harm the placing of new business one bit. Buyers are not

unreasonable, and are perfectly willing to pay more for their merchandise.

Pittsburgh and Vicinity

With a good volume of orders on file for early-year shipment, and factories working full time, the glass manufacturers are filled with optimism. Mail orders continue to arrive in liberal volume. Buyers realize they will have to anticipate their wants, and are placing orders accordingly. Manufacturers are preparing for a heavy business in January, and anticipate the heaviest first-quarter business in years. Blown ware has been in heavy demand of late. All of these factories are working to capacity.

THE SALESMEN'S ELECTION.

AS usual, there was a meagre attendance at the meeting held to count the votes for officers of the Pottery, Glass and Brass Salesmen's Association last Friday. It is astonishing that the members do not take more interest in an association that has not its equal in any trade. Take the out-of-town members as an illustration: Five minutes' time and a two-cent postage stamp are all that is required; yet the members found it too much trouble. Less than one-half, or, to be precise, 439 out of 915, sent in their ballots. It is a compliment to the Board of Directors, however, as it shows confidence in their management.

When the meeting was called to order, half an hour after the time set, there were only nine present. Vice-president John Nixon appointed Messrs. Stork, Bean, Burroughs and Griffiths as tellers, and a recess was taken. In the afternoon the meeting again convened, and the tellers reported as follows:

For president, J. Duncan Dithridge, 424.

For vice-president, John Nixon, 422.

For territorial vice-presidents, William C. Lynch, representing Taylor, Smith & Taylor, East Liverpool, 376; M. K. Lindner, with the Dohrmann Commercial Co., San Francisco, 372; W. L. Mirrielees, with Manning, Bowman & Co., Chicago, 366; W. Tracy Bergen, with the Output Co. of America, 355; A. H. Sharpe, with Buffalo Pottery, 346; Paul M. Phillips, with S. A. Weller, Bostou, 220; Robert W. Carey, with Mitchell, Woodbury Co., Boston, 181; O. E. Green, of Green & Thomas, Baltimore, 307 (Mr. Green died on Tuesday of last week while the ballots were out, and there was no way to notify the members in time. It was therefore voted to leave the selection of his successor to the Board of Directors); Louis A. Carter, with N. Snellenburg & Co., Philadelphia, 244; Watson W. Lang, with Kinney & Levan, Pittsburgh, 294; A. J. Tourangeau, with Henry Morgan & Co., Montreal, 372; William Junor, Toronto, 334.

For secretary, Jos. F. O'Gorman, 421.

For treasurer, George Hamilton, 414.

For directors to serve three years: E. F. Anderson, 312: R. E. L. Wells, 249; A. A. Bean, 294.

Secretary's Report.

When I tell you that Association statistics show a net loss of 24 in membership for the year 1915 I dare say you will be disappointed; yet this is a matter wholly in your own hands. There hasn't been such an apathetic year on the part of the membership in this respect in a decade, although last year was almost as bad.

We started 1915 with 939 members, and finish with but 915. There were but 19 new members recruited all year, which total was more than offset by 10 deaths and 33 lapses—21 on the January assessment and 12 on the July assessment.

Some may say that, viewed in the light of the general depression in the business world, the showing is creditable—that we almost held our own. But, we didn't hold our own—there's the rub! And, we must not only hold our own, but we must show a regular, steady increase year by year if this Association is to continue its splendid work for any great length of time.

Just because we are now sailing smooth seas is no reason why we should not anticipate rough ones and be ready to weather any storm that may arise.

We are hearing a lot these days about preparedness for the nation—military, naval and commercial. It is a topic that has the whole country by the ears. We might well absorb some of the spirit it engenders and apply it to boosting the Association membership.

It will sound bromidic, I know, to repeat the assertion that we ought to have a thousand members. Nevertheless, it is true. We ought to have more than a thousand if we are going to keep the assessments down to two a year, as we have for over ten years, and continue to keep the reserve fund intact.

Something out of the ordinary should be done towards stimulating enthusiasm, for it must be admitted that we have been asleep for the past two years. A plan has occurred to me which ought to be entirely feasible—a committee of boosters, authorized to start a membership campaign, the committee to appoint from the membership recruiting teams in all the big cities, with the vice-president and territorial vice-presidents as captains. I would suggest that prizes be offered to the successful team—that is, the one securing the greatest number of new members within a specified time. The prizes I would suggest would be gold medal watch fobs bearing the Association emblem and which could be suitably inscribed. If the committee thinks well of it, prizes of tickets for the next annual banquet might be given to the members of the team coming in second in the contest. I would suggest that the date for the closing of the campaign be just previous to the banquet, so that the results may be announced on that occasion. It seems to me that great rivalry might be stirred up through this plan and hundreds of new members obtained in a few weeks time. I shall be glad to assist such a committee in every way possible should the suggestion meet the approval of the Association.

The ten members called by death during the year were as follows:

George W. Almy	Lucius F. Clark
William A. Slover	Robert E. Service
Henry Endemann	F. Howard Hudson
William R. Nieper	Frank Fechteler
George Steele	Henry Kaus

With the exception of the claim of Brother Kaus, who died in Austria, the adjustment of which has been delayed owing to the difficulty of communication with that country, the benefit of $300 was in each instance paid promptly. The claim of John A. McKay, held over from the previous year, was also paid, the Public Administrator in Brooklyn having administered the estate.

Despite forebodings to the contrary, the annual

banquet held at the Hotel Astor in February was a distinct social success, and came within $28.80 of being a financial success as well. The small loss was undoubtedly a good publicity investment for the Association.

The picnic held on Saturday, July 31, proved to be a repetition of the good time had the previous year. It was not supported, however, as well as expected, and although the report of the committee is not complete it is understood that a loss of about $45 will be entailed.

In March of this year the Association sustained a severe shock in the tragic death of Henry Endemann, a former president of and one of the most earnest workers in the Association. At a meeting of the Board of Management held on March 25 the Secretary was directed to order a suitable floral offering as the Board's expression of respect to his memory.

At a meeting of the Board of Management held on April 15th Justin Tharaud was elected to fill out the unexpired term of Mr. Endemann.

An August 20 the Auditing Committee reported that they had examined the books of the Secretary and Treasurer and had found them correct in every particular. The committee was discharged with thanks.

At a meeting held on January 4 two transfers of 50 cents per capita, totaling $939, were made from the Benefit to the Reserve Funds. The usual assessment for January was then called. Another assessment was ordered in July, making two for the year.

The receipts from all sources which have passed through my hands during the year are as follows:

Assessments	$3,708.00
Dues	938 00
Initiation Fees	38.00
Exchange	.15
Total	$4,684.15

all of which has been passed over to your Treasurer.

I trust that the great prosperity which seems to be assured for the coming year will be shared in most generously by each and every member of the Association.

Respectfully submitted,
J. F. O'Gorman, Secretary.

It was voted to adopt the Secretary's suggestion that a Booster Committee be appointed, and prizes offered to induce accessions to membership.

Treasurer's Report.

GENERAL AND BENEFIT FUNDS.

RECEIPTS.

To Balance		$2,328.67
Cash received from Secretary	$4,684.15	
Cash received from Dinner Com.	930.00	
Interest on deposits	25.82	
Redeemed CR	2.00	
		5,641.97
		$7,970.64

PAYMENTS

Death Claims:		
Geo. W. Almy	$300	
John A. McKay	300	
Henry Endemann	300	
Wm. A. Slover	300	
Wm. R. Nieper	300	
George Steele	300	
Lucius F. Clark	300	
Robert E. Service	300	
F. Howard Hudson	300	
F. K. Fechteler	300	
		$3,000.00
Transferred to Reserve Fund		939 00
Printing, postage, box rent, etc		308.07
Secretary's salary		600.00
Paid on account annual dinner		946.80
Loan to Picnic Committee		150.00
U. S. Fidelity & Guaranty Co. (bonds of Secy and Treas)		12.50
Checks returned		4.00
Exchange on C. C		.99
		$5,961.36
Balance in bank		2,009.28
		$7,970.64

RESERVE FUND.

Balance	$11,125,46
Interest	269.89
Transferred from Benefit Fund	939.00
	$12,334.35
Brought down from General and Benefit Funds	2,009.28
Total cash in bank	$14,343.63

Wishing you all the compliments of the season and a prosperous new year,

Yours faithfully,
Geo. Hamilton, Treasurer

Under the head of new business Mr. Bean said that many of the younger members object to the formal dinners on account of the expense, and if there was to be anything in that line he thought a beefsteak dinner would please many of them. There was a long, informal discussion, in which Mr. Bean found himself decidedly in the minority. Finally a motion was made that a banquet be held and a committee appointed with power to determine what kind of an affair it should be. On motion the chair appointed W. S. Pitcairn chairman and Messrs. Stork, Nixon, Bean, Jones, Brey, Miller, Schoenthal, Tharaud and Kohns. The committee was instructed to have the dinner in the second or third week of February, with Thursday, Feb. 17, as a good date, if arrangements could be made.

A vote of thanks was given to the Crockery Board of Trade for the use of their room, and to the trade press for the publicity given to the affairs of the Association.

The dinner committee met on Tuesday of this week and decided to hold the banquet on Thursday, February 17, at the Hotel Astor. Tickets will be $5 each.

OFFERS TO PAY FIFTEEN PER CENT.

THE trustee in bankruptcy, John J. Kuhn, who is handling the affairs of A. D. Matthews' Sons, Brooklyn, who failed some time ago, has notified the United States District Court that he has received an offer from a certain Charles E. Rich to pay fifteen per cent in cash for all claims of creditors allowed by the court, to pay all fees and costs of administration, and to continue the business if the offer is accepted by the creditors. The offer was accompanied by a certified check for $25,000 as a guarantee of good faith.

Inquiry fails to elicit definite information concerning Mr. Rich. It is believed that he is merely the representative of other interests.

WHY ENGLISH CHINA IS MORE EXPENSIVE THAN FRENCH OR GERMAN.

IN a monograph issued by Doulton's, England, celebrating the centenary of its founding, occurs the following: Many otherwise excellent connoisseurs of china frequently ask the question why there should be such marked difference in price between English china, on the one hand, and French and German on the other. It needs only a slight acquaintance with the details of manufacture to realize why English china should not only be more expensive than the others, but why from the point of view of beauty and of use it must be so. Consider for a moment the materials of which the different kinds of chinaware are made and the processes through which they must pass before they can take their place on our tables or as articles of decorative use or beauty in our homes. It is true that all kinds of pottery and porcelain are made from clay, but what is not generally understood is that many other ingredients besides clay are needed to produce beautiful ware and ware that will last.

In the case of hard-paste porcelain such as is made in France and Germany, ground rocks containing felspar are added to the white clay or kaolin, so that when fired at a tremendously high temperature the whole mass is fused together.

In English porcelain, in order to render the mass fusible at a lower temperature, nearly half the mixture consists of calcined animal bone, a material costing enormously more than the ingredients of French or German porcelain, and which imparts to the body a softness of texture and of color unobtainable in any other way. Why this material ever came to be used is not known, but there can be no doubt that its settled use originated in England at the famous eighteenth century factories of Bow and Chelsea, and it is this large percentage of calcined bone in its composition that has made English china a distinctive species among all the kinds of porcelain. But the differences do not end with the composition of the body—they may rather be said to commence there.

Owing to the exceedingly high temperature needed to fuse together the felspar and clay in the body of hard-paste porcelain, it was found possible to melt on it a felspathic glaze at the same time; and so the body and glaze of French or German porcelain need only one fierce, swift fire to complete the white ware. No such operation is possible with the distinctive English porcelain, to the very great advantage of its artistic decoration. English bone-china must first be fired to a high temperature to perfect the body of the ware. This is then carefully examined for flaws or defects, and a very rich glaze is applied to it and melted upon it at a second firing, also conducted at a temperature well above the melting-point of gold. These two firings are of course costly, but there can be no doubt that they are more than compensated for in the superior beauty of the finished product. On the soft, rich glaze—velvety in its smoothness and finish—the most beautiful color effects can be obtained. Delicate over-glaze painting that sinks into the glaze and becomes incorporated with it is the distinguishing mark of this porcelain. With the more refractory glaze of the French and German porcelain the same colors would stand up dry and hard, and would soon wear off in use. So well is this superior quality of modern English china recognized that when reproductions are to be made of the old pate-tendre of Sevres—the lovely ware produced for the French Court before modern French hard-paste porcelain had been discovered—the copyists invariably prefer English porcelain to work upon, because it is only on this substance that the mingled brilliance, richness and softness of the originals can be reproduced,

Answering the original query, therefore, it is to be said that the enhanced value of English china is caused by the costliness of the component materials and the expensive, necessary processes of firing and production. All of this is, however, more than justified and compensated for by the result—a body of most beautiful texture, of splendid resistance, and the greatest durability; so that a service of English bone-china becomes a family possession, passing from generation to generation.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g Nov. 24, '15	Corresponding period 1914	Exports Jan. 1st to Nov. 24, '15	Corresponding period 1914
Boston..	202	352	4006	5543
New York	809	967	8909	9426
Baltimore	211	416	6214	7424
Philadelphia...	99	69	2134	2247
New Orleans	28	27	737	1023
Newport News.	....	....	72	86
San Francisco	100	397	1533	1432
Portland, Me..	3	....	1094	1001
Galveston. ...	....	3	10	638
Portland, Ore..	18	5	159	5
Inland Points..	22	64	459	505
Total..	1492	2300	25327	29330

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 27, '15	Corresponding period 1914	Exports Jan. 1 to Nov. 27, '15	Corresponding period 1914
New York ...	382	173	9005	10343
Boston	25	....	4041	5613
Philadelphia	29	19	2144	2350
Baltimore	12	29	6214	7453
San Francisco	....	3	1503	1475
New Orleans	9	4	744	1099
Portland, Me..	....	....	1094	1004
Galveston	....	10	10	645
Newport News.	....	....	72	104
Portland, Ore	....	....	159	5
Inland Points	....	....	521	335
Total..	457	238	25507	30426

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The manufacturers have taken up a new line—fireproof cooking glassware. There are three factories now making it, and at least one other will begin production shortly. Among those to enter the field are the H. C. Fry Co., Rochester, Pa.; and the Macbeth-Evans Co., of this city. The Corning (N. Y.) Glass Co. was first to make the goods, and has been a heavy producer. It is said that almost every item used in cooking can be made.

Glass manufacturers will learn with sincere regret that John Kunzler, actuary of the Glass Association, last Friday morning suffered a slight stroke, and has been unable to be at his office since. His condition at this time shows a slight improvement.

The inability to obtain pearl ash for the glass batch has not retarded manufacturers in their effort to produce a clear glass without this item. A substitute is said to have been found which possesses the same chemical action, and some of the manufacturers will not again use the imported stock from Germany.

The Lent Traffic Co. of this city has just completed a schedule of freight rates on glass factory pots from every point where the pots are made to every town where a glass factory is located. Another schedule has been prepared showing the freight rate on glass factory refuse from the different plants to every point where glass-house pots are manufactured. Such information has been long sought by both pot and glass manufacturers.

Following a plan frequently adopted by large china and glass retail dealers, the United States Glass Co. have placed in their rearranged sample rooms a large table upon which different services are displayed in a most attractive manner. Special services, such as sundae, oyster cocktail. baked apple, grape-fruit and berry, are placed about the table, while vases holding flowers show the possibilities of their use. In the footed and blown glasses are different-colored liquids.

J. A. Frank, who operated a glass plant at Wellsburg, W. Va., under the name of the Sun Glass Co., later removing the business to Cameron, W. Va., is interested in the formation of a new glass company which will start business at the latter place January 3 under the name of the Diamond Flint Glass Co. Lanterns and lighting glassware will be manufactured. J. P. Merriman, R. L. Staub and S. H. Hinnerman are also interested in the concern.

R. C. Stillwell has been appointed permanent receiver of the Fidelity Glass Co., Tarentum. The court directed the receiver to make a report of the financial condition of the plant January 1. J. D. Wilson and W. P. DeArmitt were named appraisers and will assist the receiver in making an inventory of the physical status of the company.

The action of the Pennsylvania Railroad Co. in placing an embargo on all freight for New York, excepting foodstuffs and coal for necessary purposes, is having a decided effect upon glass and pottery shipments out of this territory. How long the order will be effective cannot be surmised. The Western Maryland Railroad is taking shipments out of this district to seaboard, as is also the Baltimore & Ohio. From East Liverpool the Erie is accepting freight for New York.

Joseph C. Brady, vice-president and treasurer of the Hazel-Atlas Co., Wheeling, W. Va., emphatically denies a report that the company has closed a contract to furnish the British government with 140,000 gross of bottles. Mr. Brady says: "The foundation for that report is that last spring we contracted with an English firm manufacturing a product known as "beef juice" for the furnishing of bottles. The firm formerly procured its bottles in Belgium, but since the war has been unable to secure them from that source. We have since been furnishing the firm bottles. This is the only British business we have done. We have never sold goods to the British government."

Instead of opening the new lines of the Central Glass Works here in January, Thomas H. Butcher will make the 1916 display in the Palmer House, Chicago, during the month. It has been two years

since the Central lines were displayed here during the Exposition.

In addition to the exhibits which will be maintained at the Ft. Pitt Hotel in January the following resident showrooms will have new lines on display:

Buffalo Pottery, 123 Seventh street.
Kinney & Levan, Century Building, Seventh street.
Smith-Phillips China Co., Century Building.
Pittsburgh Cut Glass Co., Phills Power Building.
Charleroi Decorating Co. } Anchor Bank Bldg., Smith-
Penna. Glass Mfg. Co. } field and Diamond streets.
Macbeth-Evans Glass Co., Wabash Building, Liberty avenue.
Mortimer Glass Co.
Rochester Tumbler Co. } 313 Oliver Building.
Fenton Art Glass Co.
Potters' Co-Operative Co., 123 Seventh street.
Oriental Glass Co., Eighth and Sarah streets, Southside.
Pittsburgh Lamp, Brass and Glass Co., Century Bldg.
Phoenix Glass Co., Second Nat. Bank Bldg., Liberty and Ninth street.
Ohio China Co., } 310 Bissell Block.
Tarentum Glass Co., }
United States Glass Co., Ninth and Bingham streets, Southside.

Fall River, Mass.

The Old Colony Cut Glass Works, which have been established for the last three years in Fall River, Mass., have moved to 289 South Main street, where they are making an extensive and unusually distinctive line of light cuttings on lead blown blanks. The new factory is equipped with every modern convenience, and they have increased the number of frames from ten to twenty-five,

BOSTON BUSINESS NOTES.

TRADE continues unusually good for this season of the year. Orders are beginning to pour in for the special January sales, and by next week things will be humming at full speed. The large retail stores have done a record business. Jordan, Filene, White, Houghton & Dutton, Gilchrist, Bigelow, Kennard & Co., Shreve, Crump & Low, Stowell, Patterson Co., Hovey and Woolworth have all gone 'way ahead of last year.

The Boston Credit Men's Association has raised a fund of $15,000 to carry on the prosecution of crooks and pickpockets who work the stores. Thirteen were arrested in one day recently.

The handsome new building at the corner of Franklin and Oliver streets gives promise of becoming a crockery and glass trade centre. William R. Amidon and Harry Guest are the first to get established. George Bath, New England representative for Lalance & Grosjean, has engaged sample rooms on the same floor; the McKee Glass Co. will have sample rooms on the second floor, and at least two local glass men are considering moving in. Only one other building here now has more sample rooms of the kind—that at 41 Pearl street, where are the Tajimi Co., William R. Claflin, George W. Beals, H. P. & H . F. Hunt, and the Boston Hardware Specialty Co.

The new building of the Barton Co. at Manchester, N. H. which replaces the one burned a year ago, is larger than the old one, and carries a fine stock of china, glass, toys and housefurnishings.

Theron T. Romer, one of Mitchell, Woodbury Co.'s traveling men, has returned from a Southern trip.

H. P. & H. F. Hunt Co. have received samples of the new black glass decorated flower bowls, candlesticks and birds from the Westmoreland Specialty Co.

Irving Steimer, of Pittsburgh, has arrived in Boston and will cover the New England trade as the traveling representative of the United States Glass Co. This is the place left vacant when M. A. Lovell became manager of the company's New England salesroom.

M. S. Wallace has rented a house in Los Angeles for the winter, and according to a letter received this week is having a fine time.

Five thousand dollars' worth of toys and kitchen goods were destroyed by fire and water the other night at the wareroom of W. S. Carr & Co., 86 High street. The Clarence E. Dodge Co., dealers in novelties, also suffered loss.

Many words of commendation for the CROCKERY AND GLASS JOURNAL'S handsome Christmas Number are heard in the trade. Not only does it serve many of the buyers as a trade directory, to be kept constantly at hand for reference throughout the year, but it also gives plenty of good reading matter for spare minutes.

AT PITTSBURGH

IT has been decided to add two more stories to the new Frick Arcade Building, the first plans calling only for ten stories. The change will cause the order for lighting glassware to be materially augmented.

* *

Harry M. Stewart, for several years chief room clerk at the Ft. Pitt Hotel, has been engaged as first assistant manager of the new William Penn Hotel. He has been succeeded by Linn Colbert at the Ft. Pitt, and Reed Anshutz has been advanced to the position occupied by Mr. Colbert.

* *

Harry A. Ross, sales manager for the Pittsburgh Lamp, Brass & Glass Co., has returned from a business trip to the New York office,

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Among the buyers here during the past week were Mr. Cobb, with H. L. Brown Co., Beckley, W. Va., buying for five stores; Mr. Rosenthal, with Louis Siegel, Baltimore; C. B. Liver, of C. B. Liver Co., Omaha; W. H. Yeager, of Yeager & Co., Binghamton, N. Y.; Mr. Sturgeon, with J. W. Ramsey & Co., Baltimore; Fred D. Bell, with John A. Morris & Co., Bluffton, Ind.; Mr. Montgomery, of Kinnier, Montgomery & Co., Lynchburg, Va.

* *

The Pennsylvania Railroad Co.'s embargo on freight to Eastern points has resulted in a number of pottery shipments being held up between Altoona and New York.

* *

W. W. Lang, Pittsburgh, will show the full line of the Smith-Phillips Co. there in January. The company will not maintain an exhibit at the Ft. Pitt Hotel this season.

* *

A dealer in the Northwest was badly in need of 100 dinner sets late last week, so he ordered that number sent by express. The transportation charges amounted to $100.

* *

Harry A. Keffer, sales manager for the Cartwright Bros. Co., who has been in Southern territory for the past month, is due at the factory early next week.

* *

Edward J. Touhill, salesman for the Colonial Pottery Co., left this week for Canada to spend the holiday season with his mother. "This will be the first Christmas I have spent at home in eighteen years," said Mr. Touhill.

* *

Local manufacturers have already started to book business at prices based upon the new selling list.

* *

The report is current here that the well-known jobbing firm of Berry Bros. & Fresch, Baltimore, will dissolve partnership, and that Mr. Fresch will become associated with H. P. Chandlee, Sons & Co., in that city, succeeding Milton Rodgers, who has been a buyer for the latter concern for the past ten years. Mr. Rodgers will go with G. V. Millar & Co., Scranton, Pa., having taken an executive position in their sales department.

The Colonial Pottery Co. will show a blue butterfly treatment on dinnerware in January.

* *

In Common Pleas court at Lisbon, O., the Harsha, Fuller & Goodwin Co., of Cleveland, obtained judgment for $421 against the Ohio China Co., East Palestine, O., claimed due for flint, cobalt and other pottery supplies furnished.

* *

Several local pottery manufacturers will maintain exhibits at the Furniture Exposition at Grand Rapids in January.

* *

Of more than passing interest is the fact that within the past few days an order has been received by a local manufacturer for a large shipment of American pottery to London.

* *

Lester Bowman, for many years occupying an executive position in the manufacturing department of the Knowles, Taylor & Knowles plant here, has resigned to take the management of the Potters' Co-Operative Co.'s plant, succeeding Harry Watkins, resigned, who goes with the Newell plant of the Edwin M. Knowles Co.

* *

Unconfirmed reports are to the effect that another pottery is to be erected in Newell, W. Va.

* *

Col. Will A. Rhodes, one of the best known pottery salesmen in the country, who has been connected with the Carrollton (O.) Pottery Co. of late, will assume the general management of the Colonial Pottery Co.'s business here next Monday, succeeding C. L. Gray, whose resignation was accepted at a recent meeting of the stockholders. Edward J. Touhill will represent the company on the road in 1916.

* *

A Chamber of Commerce has been formed here to further the industrial development of this city, Chester and Newell, W. Va. Charles C. Ashbaugh, of the West End Pottery Co., has been elected president, with J. J. Purinton, of the East Liverpool Potteries Co., as

first vice-president, and W. Edward Wells, of the Homer Laughlin Pottery Co., as third vice-president. Among the executive committeemen are Thomas H. Fisher, of the National China Co.; H. N. Harker, of the Harker Pottery Co.; Charles A. Smith, of the Taylor, Smith & Taylor Co.; J. M. Manor, of Golding & Sons Co.; W. F. McNutt, of the Albright China Co. Mr. Fisher was also elected treasurer.

* *

The Elks of this city will hold a mid-winter exposition in their new Temple from January 22 to 29, at which time a feature will be made of the various classes of pottery produced in this district.

* *

Many letters are being received by local pottery manufacturers asking about new lines for 1916. "What will you have in assortments?" "How soon can we get photos for our salesmen?" are the queries most asked.

* *

A number of pottery manufacturers plan installing cost systems within the next few months, modeled along lines already in operation in some of the plants of this district. Such systems are undoubtedly "money savers." One pottery concern where such a system was recently installed has been saving at the rate of $12.50 per 1,000 cubit feet of kiln space.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 23, 1915.

LIVERPOOL

22	packages	earthenware	Meakin & Ridgway
26	"	"	Maddock & Miller
6	"	"	L Straus & Sons
28	"	"	Am-Hawaiian S S Co
24	"	"	E Boote
9	"	"	G F Bassett & Co
9	"	"	W H Plummer & Co
4	"	"	Knauth, Nachod & Kuhne
14	"	"	H C Edmiston
32	"	chinaware	Meakin & Ridgway
7	"	"	J Davison
10	"	"	Tiffany & Co
66	"	"	W S Pitcairn
9	"	glassware	T S Todd & Co
20	"	toys	Meccano Co
5	"	"	Geo Borgfeldt & Co

ROTTERDAM

787	packages	toys	F W Woolworth & Co
102	"	"	Strobel & Wilken Co
2	"	"	B Shackman & Co
2	"	"	R H Macy & Co
11	"	earthenware	F Bing & Co
1	"	"	Peirler & Lindeman
5	"	"	Steinfeld Bros
61	"	chinaware	Lunham & Moore
1,555	"	"	B Tomby
1,062	"	"	L D Bloch & Co
27	"	glassware	R G Von Kokeritz & Co
21	"	"	L D Bloch & Co
3	"	"	Rothschild Bros & Co

GLASGOW

7 packages earthenware.....Southern International Dispatch

VERA CRUZ

1 package earthenware.....New York and Cuba Mail S S Co

NAPLES

5 packages earthenware.....American Shipping Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

28	packages	earthenware	Jones, McDuffee & Stratton Co
4	"	"	Mitchell, Woodbury Co
4	"	"	R F Downing & Co
2	"	"	American Express Co

LONDON

2 packages earthenware.....C J Cormack

GENOA

38	packages	earthenware	R F Downing & Co
14	"	"	A Adams

REVISED AMERICAN LIST.

CHANGES in the American Standard List adopted at the recent convention of the United States Potters Association are as follows:

54s	bowls	$ 1 25
48s	" all kinds, all weights	1 34
42s	"	1.45
36s	" regular oyster	1.60
30s	"	2.00
24s	" footed and unfooted	2.20
48s	jugs	2.00
42s	"	2.40
36s	"	2.80
30s	"	3.20
24s	"	4.00
12s	ewers and basins (all shapes) (ewers $9, basins $9)	18.00
9s	ewers and basins (all shapes) (ewers $10.80, basins $10.80)	21.60
42s	mixing bowls	1.20
36s	"	1.40
30s	"	1.70
24s	"	2.00
18s	"	3.00
12s	"	4.00
9s	"	5.75
6s	"	7.50
4s	"	10.00
Bouillons		2.50
"	cups only	1.75
"	saucers only	.75
Cream soups		4.00
"	cups only	3.00
"	saucers only	1.00
Celery trays		5.40
Chop dishes		6.00
Handled custards		1.80
Unhandled custards		1.60
Footed egg cups		2.00
Sundaes		2.00
36s	oatmeals	1.25
30s	"	1.40
Spoon trays		3.00
Open sugars		4.00
Ind.	"	4.20
7 in.	deep plates	1.40
Fast-stand	boats	7.20
"	" double-handled	9.00
Ramekins		1.40

4 in. fruits to measure in diameter not over 5⅛ in., depth ⅞ in., list to remain 60c.

5 in. fruits to measure in diameter not over 5⅝ in., depth 1 in., list to remain 70c.

6 in. fruits to measure in diameter not over 6¼ in., depth 1 3-16 in., list to remain 90c.

On ewers and basins and bowls the C. C. list to be three-fourths of the white granite list.

THE METROPOLITAN MARKET

Workmen have been busy for several weeks past at the showroom of J. H. Venon, where they have wrought some remarkable changes. It had seemed to many that Mr. Venon's handsome suite of rooms were the acme of good taste; but evidently he was not satisfied; so he devised a new decorative scheme and a rearrangement that together have made his place one of the finest wholesale showrooms in the city. On leaving the elevator one steps into a reception hall done in French gray and white enamel, richly carpeted and decorated with plants in huge jardinieres. From here one enters through a double-portiered door the mirrored glassware room, done in old blue and black. Back of this is the French room in gray and white enamel again. The Swedish room is in green and white, and the German room in old rose and white, each being carpeted and furnished to correspond. Mr. Venon has also enlarged his stock room, having added one hundred large bins, just doubling his storage space. This will mean a larger stock than he has ever carried before and a convenience that his patrons will surely appreciate.

Some time ago we published the fact that Maddock & Miller lost 237 crates of ware in a fire at Baltimore. On Thursday of last week the insurance was adjusted, and by the time this is in print they will have received a big check. While it was a good sale to the insurance company, they would rather have had the ware.

To the "pressed-cut" line of the United States Glass Co. known as No. 5165 have been added a number of very salable new items, just placed on display by Ed. Craig, manager of the New York salesroom. The designs are all floral, the major part being pressed and the remaining cut, but having the appearance of an all-cut pattern, which of course lessens the price to a considerable extent. The new items include a bonbon box, oval jewel box, marmalade jar, nappy, tumblers, sundaes, bowls, and other pieces.

Among the fine collection of designs H. Benedikt is showing on domestic dinnerware is a noteworthy reproduction of the celebrated Peacock pattern. This and thirteen others constitute the first installment of new treatments for 1916 from the Smith-Phillips China Co.

A. P. Doctor is exhibiting from the Central Glass Works a number of new articles in table glassware. A whipped cream set, a mayonaise set, and a low grapefruit glass, all in graceful shapes and ornamented with deep plate etchings, are destined to make enviable records in sales.

After January 1 the Onondaga Pottery Co., Syracuse, N. Y., will be represented in the local field by Walter Beltz, now with the hotel contract department of the John Wanamaker establishment in Philadelphia, who will open a salesroom in the Fifth Avenue Building, this city. A. H. Ledden, who has represented the company for a long time past, found himself with two conflicting lines when the Buffalo Pottery brought out a line of hotel china, and consequently could not do justice to both. The new arrangement will also allow Mr. Ledden more time to devote to the fast-growing business of the Guernsey Earthenware Co., which he represents in partnership with E. L. Bates.

A. H. Hays, representative of the Crooksville China Co., is making preparations for the new line of 1916 samples expected at his salesroom within a few days. Advance notices of the line are exceedingly complimentary and promise some novel treatments in dinnerware designs that Mr. Hays is confident will mean a big volume of business the coming year.

Few probably are aware that the Underwood baby plate, a specialty that is finding a tremendous sale with the T. A. McNicol Pottery Co., is the invention of J. Carl Underwood, the new sales-manager for Takito, Ogawa & Co. This plate is a decided improvement on the old-style round one, and has other special features that specially commend it to the consumer. It is shown in New York by the Horace C. Gray Co.

FOUNDED IN 1874

Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 23, 1915.

IN extending our thanks for the many expressions of approbation that have come to us regarding our Holiday Number, we desire to say that its accomplishment was due wholly to the generous support of our patrons. The fact that this single issue carried more pages of advertising than all the other trade papers in our line combined is a source of no little pride, showing, as it does, the pre-eminent position of the CROCKERY AND GLASS JOURNAL. We extend the compliments of the season to the trade at large, wishing all a Merry Christmas and a Happy and Prosperous New Year!

POTTERS MISS THEIR OPPORTUNITY.

WHEN the United States Potters' Association met in Washington December 9th it was expected that in view of conditions a decided advance in rates would be advocated; but about all that was done was to "adjust" some prices.

The advances made were more than justifiable. In fact, a straight raise of ten per cent on the whole list would have been well received by buyers. They expected it, and would have paid without a murmur. They know perfectly well that raw materials have advanced anywhere from ten to fifty per cent.

In a way, buyers are to be congratulated. They will not have to change their prices very much. On the other hand, they will lose the additional profit that would have accrued from a raise, because it is self-evident that if they paid ten per cent more and added the regular percentage of profit to their selling price they would have gained just that much.

Elsewhere we publish the new list.

WHY GLASS WILL COST MORE.

IT is a foregone conclusion that glass of all kinds will cost more next year, and some of the reasons are that a carload of soda to-day costs $300 more than it did a year ago; a carload of nitre costs $550 more; fuel costs from five to fifteen per cent more; sand, five per cent more. To this must be added a slight but significant raise in freight rates. Common labor is higher and getting scarce, owing to the leaving of so many foreigners for Europe to answer the call to the colors.

PERSONAL.

ECHOES of the snowstorm of last week are still reverberating. On that Monday night Chas. F. Cox, of Cox & Lafferty, who lives in New Rochelle, seventeen and a half miles from Forty-second street, started with his wife for home on the 6:46 train. At Wakefield, ten miles out, the train was stalled, and after that just "hitched" along until it reached its destination ot 3:30 a. m. Mr. and Mrs. Cox got home at four o'clock in the morning, taking nine hours to go seventeen and a half miles. He has his opinion of the N. Y., N. H. & H. R. R.

Chas. Vogt, whose marriage we announced two weeks ago, came back from his honeymoon at Porto Rico on the steamship Carolina, which was held up by the French cruiser Descartes to take off an alleged belligerent. He says there was plenty of excitement, and not of a pleasant nature. Shortly after that incident they ran into a hurricane which upset the most hardened seagoers on the vessel.

Without permitting his friends to know his plans, Percy Frye, one of the Southern salesmen for the Pittsburgh Lamp, Brass and Glass Co., was married recently in Atlanta, Ga. His bride is a native of Jeannette, Pa., the former home of Mr. Frye.

R. E. Wells, with L. Straus & Sons, will leave on Sunday night for his annual handshaking trip to the Far West. He will be gone until about the middle of February.

L. S. Rigby, former representative of the Albright China Co. in the metropolitan market, but best known for his long association with O. D. Dela Croix, is now

a member of the selling force of the Horace C. Gray Co., for whom he calls on the trade with the line of the T. A. McNicol Pottery Co.

J. M. Takito, of Takito, Ogawa & Co., leaves for Chicago to spend Christmas in that city. He expects to return here in January and remain throughout the import season.

E. W. Hammond left Monday night for East Liverpool, where he will visit the Knowles, Taylor & Knowles plant, and then go to Zanesville to the factories of the Ohio Pottery Co. and the Zanesville Art Pottery Co.

W. C. Rhone, with the Vodrey Pottery, East Liverpool, is spending the holidays in New York. He leaves January 2 for Milwaukee and his territory in the Middle West.

E. L. Torbert, general manager of the Onondaga Pottery Co., Syracuse, made a brief visit to the city the latter part of last week to complete arrangements for opening the concern's salesroom in the Fifth Avenue Building on January 1.

T. B. Clark, head of T. B. Clark, Inc., cut glass manufacturers, Honesdale, Pa., spent last Friday and Saturday in town conferring with Cox & Lafferty.

Wm. H. Smith, commercial manager of factory D, United States Glass Co., Pittsburgh, spent the first three days of the week here talking matters over with Ed. Craig, local representative. He brought with him the first samples of a new decorated line that the factory will introduce to the trade the first of the year, and which the boys in the New York office say is "some line."

Arthur Howe, of Mitchell, Woodbury Co., Boston, was a visitor in New York the latter part of last week.

Arthur J. Bennett, head of the Cambridge (O.) Glass Co., after seeing that things were running smoothly at the factory last week, returned to New York for a brief stay before leaving for home. He expects to return, accompanied by his family, to spend New Year's here.

Judging from the crowds that have been in evidence since the opening of part of the new establishment of the J. S. Bailey Co., Brooklyn, the latter part of last week, the concern has made a hit with its lines of five to fifty cents merchandise. Leon Anthony, son of George Anthony, is the buyer for the china and glassware department and is making a fine showing of these wares, considering the limited space allotted him until the remainder of the new building is completed, when his department will be a feature of the establishment.

Horace C. Gray, head of the Horace C. Gray Co., accompanied by Mrs. Gray, left on Wednesday night for Clarksburg, W. Va., to spend Christmas with relatives. After the holiday festivities and before returning to New York Mr. Gray will visit several of the factories which he represents here.

Frank H. Vaughn, traveler for the Brush-McCoy Pottery Co., will be at the Hotel McAlpin the first part of next week, after which he will go to Pittsburgh, where he will exhibit his wares at the Fort Pitt Hotel during January.

W. S. Pitcairn is much pleased at the response to his call for tobacco money for the English soldiers. The fund passed the $350 mark on Wednesday, and he hopes to make it $500.

H. C. Kupper is spending the holidays in Washington, D. C.

Fred. C. Herr, formerly one of the most popular salesmen with Bawo & Dotter, has engaged with Paul Straub & Co. and will leave right after January 1 for his old territory. He will undoubtedly get a cordial reception.

Other buyers in town were A. A. Breton, for Shartenburg & Robinson, New Haven, Conn.; W. J. Moreland, for Edw. Malley Co., same place; J. Postley, for Baltimore Bargain House.

OBITUARY.

HENRY BRUNT, general manager of the Edwin Bennett Pottery Co., Baltimore, died Dec. 16 at his home in that city. He was one of the leading potters of America, and had spent nearly fifty years in the business. At a special convention of potters in New Orleans forty years ago he was awarded first prize for his work in this line. He combined a considerable knowledge of geology and chemistry with his handling of the clay, and had made an extensive study of American clays. In these studies he developed some of the important properties of kaolin, the result being a tremendous boom in the kaolin districts of Florida and other parts of the South. In the pottery world he was recognized as one of its leading authorities.

Mr. Brunt was born at Penkhulk, England, and served as apprentice at one of the big potteries at Stoke-on-Trent. After becoming foreman of the kilns

he took a special course in chemistry at Cambridge University with the particular intention of applying the knowledge to pottery manufacture. He later became manager of the Florence Pottery, at Stoke-on-Trent; thence, in the early eighties, coming to America and locating in Trenton, N. J. Five years later he went to Baltimore as manager of the old Chesapeake Pottery Co. and here introduced the making of opaque porcelain.



HENRY BRUNT.

When the Edwin Bennett Pottery Co. was formed a few years later he became managing director. This was in 1890, and he remained its head till his death. His conceptions in these later years embraced colored glaze ware, clay-painted ware and decorated china.

The Chicago Fair management awarded the Bennett pottery display the first prize and made a departure by recognizing Mr. Brunt as the brains of the display and awarding him a personal diploma for the great advancements he had made in American pottery work.

L. H. Smith, aged sixty-eight, president of the L. H. Smith Woodenware Co., Pittsburgh, died at his home there a few days ago. His concern was a large buyer of lamps and other glassware, and Mr. Smith was well known in the trade.

Joseph H. Kissam, who in his prime was one of the most noted of brass salesmen, and for years with the Bridgeport Brass Co., died in the Roosevelt Hospital last Saturday in his seventy-fifth year. He had been in ill health and out of business for a long time. He had a large personal following in the trade, and a host of friends will mourn his death. He leaves a widow, but no children.

THE BUYER WHO COULDN'T BE BOSSED.

ONCE there was a buyer who got the palm for knowing his business. He had a job where his ability had gradually secured for him the arrogance of a traffic cop, and he was as meekly obeyed.

Every year he was bringing home the bacon, and the better the results the more his power and influence grew.

Of course he had a boss, but he'd sort of outgrown it. He had long since kicked the slats out of the cradle of direction and was in the leader class on his own hook. He was czar of all he bought and sold.

The boss and he were pals, just good old pals; and if the boss had an idea about the running of his department it was sure to be introduced by the suggestive system. And the buyer took it up or let it lie, as his own infallible judgment dictated.

He was sure full of the sense of supremacy, to say nothing of the ability he possessed. At that, he was a darn good buyer; and as the measure of ability is the results produced, they let him get away with it. They knew how to handle him so as not to ruffle the fur the wrong way.

Now, this buyer's reputation was the bait that hooked a metropolitan mammoth which was hungry for a good man, and the lure of the enlarged opportunity and bigger pay-check sufficed to get the buyer's John Hancock to a contract.

He went at the job with his twelve-cylinder energy oiled and primed. He knew he had the goods and could deliver value received.

But the sand of the new store's system roads got into his gear-box and caused friction.

It wasn't that the merchandise man was a misfit, or that what he said was bad dope. It was simply that the buyer wasn't used to speed limits in driving over the buying roads.

Give him credit for the fact that without the restraint he might have made good just the same.

But the boss in the tonneau of the car kept pointing the roads with one eye glued to the speedometer. They weren't going to risk their capital on a reckless driver.

If he wanted to buy up a job at a price, Mr. Merchandise man was there with the veto because stocks were high enough

When he tried to pull off special sales at the height of the season, again the boss appeared in the negative role and hung out the nothing-doing sign. Height of season sales at special prices were long on volume, but mighty short on profit.

And there were lots of little rules for this and rules for that coming from the merchandise man's office almost daily which our friend the buyer already knew. Of course, this only made him think that he knew it all, and did not lessen the growing friction.

It was getting like an application of sandpaper massage on a sunburnt shoulder to mention merchan-

dise man to our friend. Perhaps it was only the signature on the contract that kept him on the job under the conditions.

And the friction began to tell on his energy engine to an extent that he began to run around the hills-of-the-unusual and seek the smooth roads of just-get-away-with-it.

The mileage suffered so that the boss from his vantage point in the tonneau felt the grating. At first he thought of junking the machine and looking for another with a better reputation. But on second thought it came to him that the buyer had there putation and that the friction which caused the loss of power was a recent development.

When he sent for the buyer to thresh it out he had no intention of being less the boss; instead, he explained that the interest of the two were as alike as two sardines. He was the boss because in a mammoth there must be someone to co-ordinate the lines of effort. Just the same originality and energy were required of everyone, but it must all be directed at the same target. What sand he had been throwing at the buyer's machine was not intended to make friction in the gears, but to keep the wheels from skidding—to make it hold to the road.

And the buyer got the idea right off the bat. His little old energy wagon now is oiled up with advice, and the boss in the tonneau has less need for his safety-first caution—although the buyer holds the speed record for results just the same.

MORAL.—Direction first, and then speed. It's a wise man that acknowledges his boss, and two heads are better than one.—FRANCIS GROVER HARRISON.

POTASH FROM SEAWEED.

THE current shortage of potash compounds has assumed most serious dimensions. The ordinary commercial chloride of potash (80 per cent muriate of potash) is now quoted at $600 per ton. The rate in July, 1914, was $38.

Attention has been directed to the possibility of exploiting deposits of seaweed which are present in such abundance in the so-called Saragossa Sea of the Central Atlantic. Vast amounts of this seaweed are thrown upon the coasts of the Bahamas. In one harbor the accumulations of hundreds of thousands of tons render at times navigation almost impossible.

The dried kelp obtained from this seaweed contains on an average 9 per cent of potash. In a recent communication by Consul W. F. Doty, of Nassau, it is suggested that efforts should be made on a large seale to exploit this source of potash. Concessions might be obtained for operations on the Bahama Islands, or the

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FOR

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In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
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16 W. Twenty-third Street.

work could be carried on directly in the Atlantic.

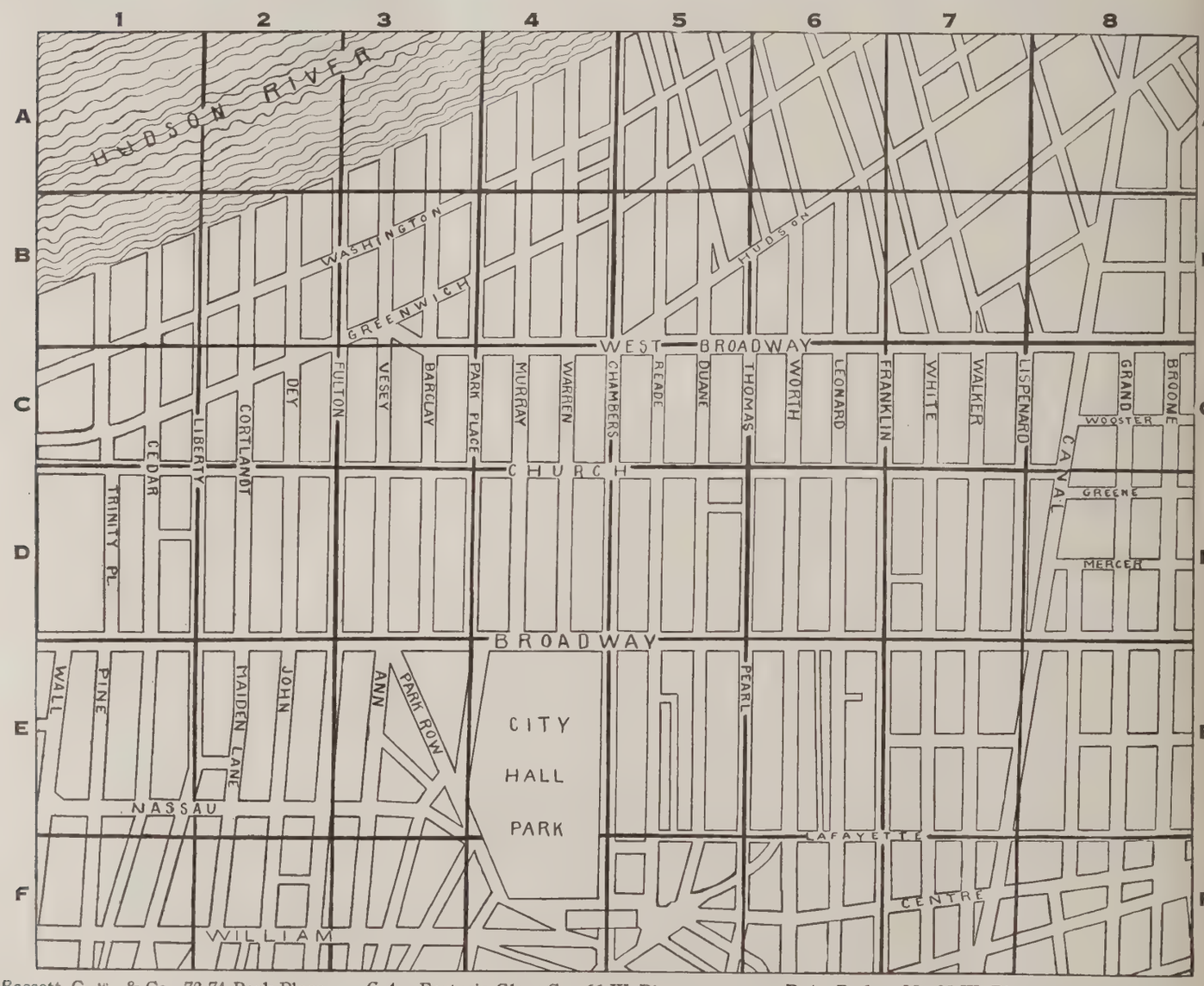
Although this source of potash-bearing material lies so near to the seaports of the Southern Atlantic States, where such large amounts of potash are currently required as fertllizer, it would appear doubtftl whether the proposition offers any advantage over the utilization of the kelp on our Pacific littoral.

As shown in the report issued by the Bureau on "Potash production from kelp," the dried kelp from the Pacific coast contains 18.9 per cent of potash. The nitrogen content is also far higher than that of the seaweed in the waters of the Atlantic.

The desirablility of securing potash at any price whatever is now so marked that it might possibly be well to consider the question of undertaking an exploitation of the Saragossa weed. Full data concerning this seaweed can be obtained from the Marine Biological Bureau of the Carnegie Institute at Washington. A prominent fertilizer company in Georgia has also instituted investigations in this connection and it plans to send an expedition to the Bahamas for further exploration.

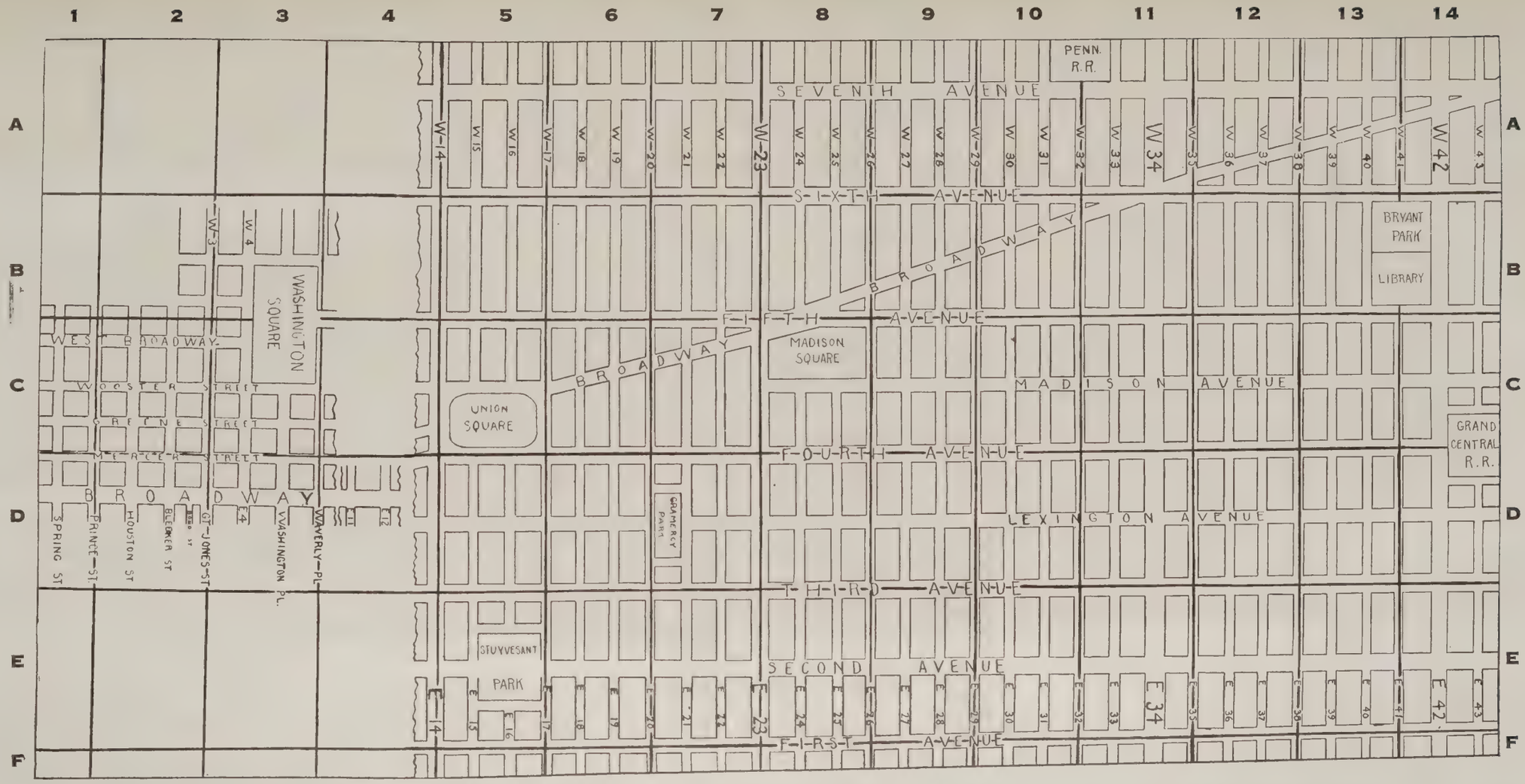
In the meantime the efforts to perfect the production of potash from the kelp of the California coast are being advanced on a scale of increasing imporrtance. There is but little doubt that, in harmony with the suggestion contained in the recent studies on this subject published in "Commerce Reports" the California production will be enormously augmented in the early future. There is great hope that it may prove of the most pronounced value in relieving the potash famine at present so much felt.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 3
Bergen, J. D., & Co., 50 Park Place..... C 3
Brush-McCoy Pottery Co., 25 Park Place. D 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Cox & Lafferty, 25 Park Place..... D 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
[illegible]kenfeld, B. F. & Co., 50 Murray St..C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Koscherak Bros., 29-31 Park Place..... C 4
Kupper, Herman C., 52 Murray St..... C 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Noe, Wm. R., & Sons, 53 Murray St..... C 4
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Slimmon, Robt., & Co., 96 Chnrch St..... D 3
Straus, L., & Sons, 42-46 Warren St..... C 4
Takito, Ogawa & Co., 25 Park Place..... D 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

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Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9

Colonial Co., 145 W 18th.....A-6

Dela Croix, C. J., 19 Madison ave.....C-8

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Gondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 43 W Fourth.....C-3
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 133 Fifth ave.....C-6

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co. 45 East 20th St.....D-7

AT CHICAGO.

THE last of the late orders for this year have been filled, and the thoughts of the trade are now turning to business for next year. The general feeling is that conditions are ripe for a prosperous business during the early part of 1916.

* *

Department store buyers report that trade has been well up to normal, and that the amount of stock carried over will be small.

* *

Walter B. Andrews, representing the Monongah Glass Co., Co-operative Flint Glass Co., and Duncan & Miller Glass Co., has returned from a trip to the factories.

* *

Charles Oldham, of the Imperial Glass Co., Bellaire, O., was visiting Earl W. Newton, local representative, for several days this week.

* *

H. L. Kelly, of Kelly & Reasner, will leave shortly for the January glass exposition at Pittsburgh, where he will have charge of a display of the Indiana Glass Co.

* *

James B. McHugh, of the Steubenville (O.) Pottery Co., was in the city last week.

*

Fire of mysterious origin attacked the Boston store last Saturday night, and for a time gave the firemen a hard fight, on account of the difficulty experienced in locating its origin. When found, however, it was quickly extinguished.

* *

E. H. Pitkin and William Howell, of Pitkin & Brooks, arrived home last week after an extended trip to Japan.

* *

Christmas cheer will be brought into many of the poor homes of the city by the glassware men here, who have joined, in many instances, the "good fellow" movement which has become so popular during the past few years. The idea is for everybody who joins to deny himself some of the personal conveniences to which he is accustomed under ordinary circumstances, and use that money for the purpose of buying gifts for poor children whose stockings would otherwise be empty. Charity workers of the city furnish lists of the needy homes, and on Christmas morning the good fellows deliver the presents in person.

* *

Department store managers say that the sale of floor lamps has been very brisk during the present holiday season. In all the china and glassware departments floor lamps have been featured in the displays, and their growing popularity is indicated in the increased sales.

* *

Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., has returned home after spending several days here.

* *

The J. H. Stouffer Co. have received some Ger-

Continued on page 24.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways.
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY,	L. Bernardaud & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden.
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China.
The MUNICH,	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China.
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

man china from the other side after long negotiation with the authorities. The goods were held at Rotterdam for many months and were secured only after the most extended correspondence. The officers of the company feel much elated, as they are now in a position to fill numerous orders which have long been waiting.

*

"Let 'er come!" is the general feeling among the glass men here in regard to the almost certain increase in prices which the factories will make the first of the year. The local representatives would rather see the increase come at a time like the present, when conditions are good, than at a time when the securing of orders is a hard task. The increase in the cost of raw materials has been so heavy that plants operating on a small margin now find themselves in a position where they must either raise their prices or cease to do business at a profit.

* *

Practically all the large department stores of the city are now carrying the "Moco" cooking ware of the Mohawk Clay Products Co., according to Henry Fox, who says that the favor which it has found indicates a banner season in the spring of 1916.

* *

Mr. Kelsey, formerly with Marshall Field & Co., will have charge of the sales of the Corning (N. Y.) Glass Co. west of Chicago after January 1.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in cut glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "**Haviland**" or "**Haviland & Co.**" is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "**Haviland China**" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware.

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. **66 WEST BROADWAY.**

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. **25 WEST BROADWAY.**

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

MADDOCK & MILLER,

Royal Worcester China.
John Maddock & Sons, England.
Allerton's Line Earthenware and China.
Price Bros.' Teapots.
Wileman & Co., China.

54 MURRAY STREET.

L. STRAUS & SONS,

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Importers and Manufacturers.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. **25 WEST BROADWAY.**

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H. BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Wheeling Decorating Co.
Desmond Art Novelty Co.
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender, Inc.

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co.,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

Are you among those enrolled in our Directory?

If a buyer fails to find your name and address there the chances are that he will discover your competitor's.

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

THE WALDO COMPANY

Makers of Fabric Lamp Shades,
Novelty China Lamps, etc.,

45 EAST 20th STREET, near 4th Ave.
Tel. Gramercy 5315.

GUERNSEYWARE.

EARTHEN—Brown, White-Lined.
PORCELAIN—Ivory White, Brown Betty and Olive Green.
Cooking and Serving Dishes.

16 West Twenty-third Street.

Haviland & Co

11 East 36th St.



The Fifth Avenue Building,

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE, at 22d St.

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables, oil lamps, etc.

230 FIFTH AVENUE.

Tel., Madison Square, 6435 and 6436.

MORIMURA BROTHERS

Japanese Goods.

No. 546 BROADWAY.

FERDINAND BING & CO.'S

SUCCESSORS,

Art Pottery, Bronzes and Marbles,

67-69 IRVING PLACE, near 16th St.

Dohrmann Commercial Company,

Tel. Stuyvesant 921. 85 FIFTH AVE., corner 16th St.
Permanent Sample Room and Buying Office.

The "different kind" of Oriental lines. For import only.

MOGI, MOMONOI & CO.,

Importers of Japanese Goods,

105-107 EAST SIXTEENTH STREET.

Telephone, Stuyvesant 1056.

CHAS. J. DELA CROIX.

H. Northwood Co.
Glassware—Colored and Decorated. Illuminating.

Mercer Glass Co.
Lead Blown Light Cut Glassware.

Tel. Madison Square 9723. 19 MADISON AVENUE.

TAKITO, OGAWA & CO.,

Japanese and Chinese Goods,

101 FIFTH AVENUE.

Chicago Office, 325-31 W. Madison St.

Catalogue Upon Application. Telephone, Stuyvesant 278.

HORACE C. GRAY CO.,

Tel. Gramercy 6311. Fifth Avenue Building.

REPRESENTING:

Diamond Glass Co.,
Colored and Iridescent Glassware.

Huntington Tumbler Co.,
Blown Glassware, plain, cut, enameled and etched.

Wellington Glass Co.
Illuminating glassware.

Indiana Glass Co.,
Pressed Table Glassware and Lamps.

The Sterling Glass Co.,
Rich Cut and Engraved Glassware.

Westmoreland Specialty Co.,
High Grade Table Glassware and Specialties.

GILLINDER & SONS, Inc.,

Lighting glassware, glass specialties,

19 MADISON AVENUE.

Tel. Madison Square 4929.

Fondeville & Van Iderstine,

English, French and German dinnerware. Hotel and bar glass. French earthenware.

No. 85 FIFTH AVENUE.

Uptown Directory—Continued.

J. H. VENON, Inc.,

Martin China, Limoges. Gustafsberg China, Sweden.
Krautheim China, Bavaria. Kosta & Reijmyre Glass, Sweden

104 FIFTH AVENUE.

ROSEVILLE POTTERY,

W. H. STOCKDALE, MANAGER,

Art pottery, jardinieres, advertising novelties and fireproof cooking ware.

133 FIFTH AVENUE, Cor. 20th Street.

PAUL A. STRAUB & CO.,

Representing Porzellanfabrik Tirschenreuth,

105-107 FIFTH AVENUE.

The Pairpoint Corporation,

Complete line cut glass, Sheffield reproductions, electroliers, silver plate and prize cups.

43 WEST TWENTY-THIRD STREET.

ESTABLISHED 1873.

Brass and Rubber Covered

EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.

ABELS & CO.

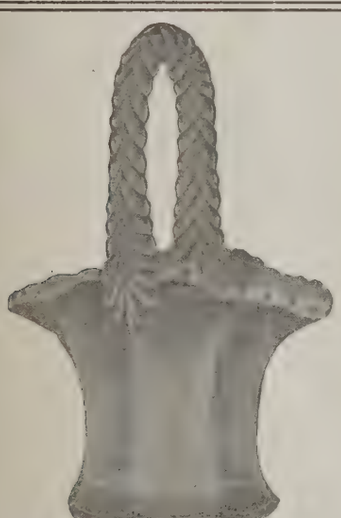
Manufacturers,

460 West Broadway, New York.

JUST so sure, Mr. Merchant, as you are reading this paragraph, hundreds of others would read your advertisement if it occupied this or any other space in our pages. The cost is trifling compared to the results attained. Write us about it.

ROBERT RAWSTHORNE ENGRAVING COMPANY,

Distinctive Illustrating and Designing
Photo-engraving "Service that Satisfies"
304 PENN AVE., Bell-Court-3087 P&A. Main 1196 PITTSBURGH, PA.



No. 61. 4-in. Basket—Pressed Handle

ALWAYS SOMETHING NEW.

Our latest is Glass Baskets, as per illustration. Various sizes. Call at any of our salesrooms and see them, together with other novelties.

THE DUNCAN & MILLER GLASS CO.,

WASHINGTON, PA.

Paul Joseph, 90-92 West Broadway, New York.
H. B. Hollis, 157 Federal St., Boston, Mass.
W. B. Andrews, 30 E. Randolph St., Chicago, Ill.
Joseph Tomkinson, 213 Commercial Bldg, Philadelphia.
The Maus-Stewart Co., 146 Southwest Temple, Salt Lake City, Utah
Green & Thomas, 33 S. Charles St., Baltimore.
Marsh & Kidd, 617 Mission St. San Francisco.

ESTABLISHED 1869.

B. F. DRAKENFELD & CO.

Incorporated

Pottery and Glass Colors.

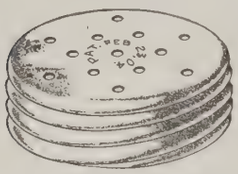
MATERIALS FOR DECORATING CHINA, GLASS AND ENAMELED WARE

OXIDES AND CHEMICALS.

50 MURRAY STREET, NEW YOR

East Liverpool Office, Potters' Savings and Loan Building. C. NICK MUESSIG.

Sole Owner of the Patent



Celluloid Cap & Metal Ring Co., Inc.

NEPERA PARK, N. Y.

Celluloid "Salt and Pepper" Caps, Discs and Metal Rings.

We now carry about forty stock sizes. Write us for samples and prices.

A GOOD COST AND EFFICIENCY SYSTEM may seem to cost more than the other kind; but in reality it does not, because a man n business pays for anything he should have to increase efficiency, whether he has it or not.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.

Huntington Bank Building, Columbus, O.

WILLIAMSBURGH FLINT GLASS CO.

MANUFACTURERS OF

Inverted and Q Gas and Electric Globes, in all colors. Lamp Chimneys, Lantern and Fish Globes.

Private and Special Mould Work.

New York Office: 96 Park Place. Factory: Brooklyn, N. Y.

The St. Louis Crystal Glass Co

FOUNDED 1767.

Works: Munzthal—St. Louis, Lorraine, Germany, and Paris, France

FINE TABLE GLASSWARE.

E. TORLOTTING, Agent, 35 West 23d St., New York.

Do You Want Anything?

THE man desirous of securing a position, the merchant needing help, the storekeeper wishing to sell his business, the landlord with office or store to rent, the salesman seeking another side line—all find the "Crockery and Glass Journal" a powerful aid in bringing about the fulfilment of their wishes. . .

A "WANT" AD. IN THE "SPECIAL NOTICES" COLUMN INVARIABLY BRINGS RESULTS.



Fac-simile of Label.

MADE IN AMERICA

The ROESSLER & HASSLACHER CHEMICAL COMPANY

100 William Street New York City

LIQUID BRIGHT GOLD

GLASS—COLORS—POTTERY

Overglaze—Underglaze—Liquid Lustres—Bodies & Oxides

CHEMICALS AND OXIDES

FOR POTTERY, GLASS, ENAMELED WARE, CLAY PRODUCTS.

WORKS:
PERTH AMBOY, N. J.

WAREHOUSE:
East Liverpool, Ohio.

HARRY W. SMITH, Manager.



The Van Gleckland Portable Gas Lamp.

MAKES GAS ONLY WHEN IN USE; STOPS INSTANTLY WHEN LIGHT IS TURNED OUT.

YOUR lamp stock is not complete without the Van Gleckland line. One of these lamps demonstrated in your store will attract favorable attention to itself as well as to your entire line.

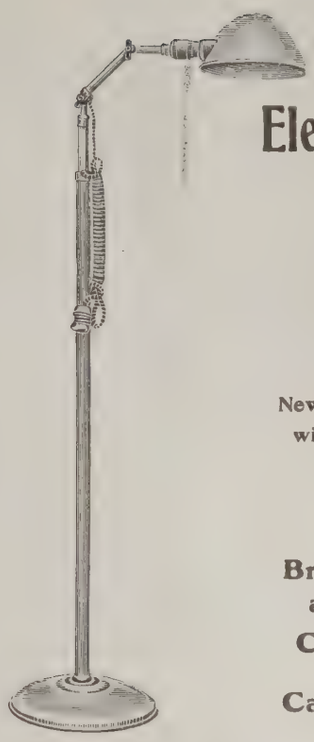
We do not wish to load you up with stock, but will sell you a single sample lamp, knowing that larger orders will follow.

It is preferable to an electric reading lamp, because it is absolutely portable, and produces actual artificial sunshine, enabling the user to work or read with the least possible eye-strain.

An excellent Holiday Gift as well as an everyday seller. Yields a good profit and has NO competition.

Write us for detailed description and comprehensive sales plan.

THE VAN GLECKLAND CO., Inc.,
110 West Fortieth St., New York.



Electric and Gas Portables and Fittings.

New Designs in Electric Portables with Parabola Shades; also with Hood Shades in large variety.

Brass Stationers' Goods and Smokers' Articles

Cuspidores and Match Safes.

Casseroles, Pie and Baking Dishes.

Fire-Place Fixtures—Andirons, Fire Sets. Fenders, Coal Hods, Umbrella Stands, etc.

"Perfection" Student Lamps.

Kerosene Lamps and Burners of all kinds.

MANHATTAN BRASS CO.,

Manufacturers Established 1865.

Office, 332 East 28th St., New York City.

Rolling Mills and Factories: 27th and 28th Sts. and 1st ave.

Western Sales Office, 180 N. Dearborn St., Chicago,

ESTABLISHED 1864.

Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1916. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

A. GREDELUE.



Glassware

Toilet Ware

Light and Deep Rock Crystal.

Fancy Goods

Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

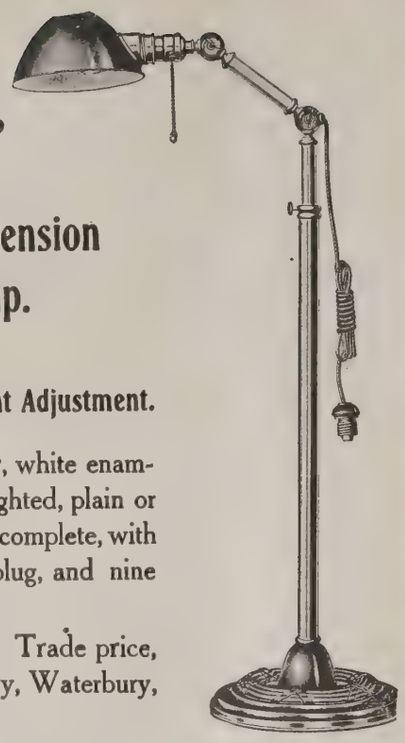
Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

THE

"PLUMWOOD"

Adjustable Extension Floor Lamp.



Brushed Brass Finish.
Ball Joint Adjustment.

Parabolic Brass Reflector, white enameled inside. Heavy, weighted, plain or embossed base. Wired complete, with pull socket, attachment plug, and nine feet silk cord.

Packed one in a box. Trade price, $7.50 each, f.o.b. factory, Waterbury, Conn.

MANUFACTURED BY

The PLUME & ATWOOD MFG. CO.,

General Office and Factories: WATERBURY, CONN.

SALES OFFICES:

NEW YORK:	CHICAGO:	SAN FRANCISCO:
30 E. Forty-second St.	29 E. Madison St.	116 New Montgomery St.

NOW IS THE TIME TO PURCHASE YO
HOLIDAY LINE OF PORTABLES.



No. 1227½

Make your display early. See display at our showrooms. A po
will bring our salesman.

The Pittsburgh Lamp, Brass and Glass C

General Offices, Pittsburgh, Pa.

BRANCH SALESROOMS AT

Pittsburgh, 200 Century Bldg.
New York, 35 West 23d St.
Philadelphia, 816 Arch St
Boston, 127 Federal St
Kansas City, 309 Victor Bldg.

PITTSBRASCO

St. Louis, 614 Laclede Ga
Light Bldg.
Baltimore, 122 W. Baltimo
Chicago, 110 S. Wabash A
San Francisco, 618 Missio

London, Ontario, The Pittsburgh Lamp, Brass and Glass Co. of Canada,
R, E. Davis, representative, 113 Wortley Road

Bradley & Hubbard Mfg. Co

Electric, Gas and Oil

LIGHTING FIXTURES.

Electric Reading Lamps. **Gas Portables.**

New Designs and Finishes.



ART METAL GOODS. FIREPLACE FURNITURE.

New York Salesrooms:

FIFTH AVENUE BUILDING,

200 Fifth Avenue. Entrance, Room 255.

Factories, - - Meriden, Conn.

Edward Miller & Co.

GOODS ARE RIGHT,
PRICES ARE RIGHT,
LOCATION IS RIGHT

It costs but five cents and a *few* minutes' time come to our store from *any* part of New Yo City.

COME AND SEE

new designs and *new* finishes in

Electric and Gas Portables,
Electric and Gas Fixtures,
Kerosene Lamps and Burner
Gas Burners, etc., etc.

68 and 70 Park Place, Between Church St. and West Broadway, **New York.**

Factories: Meriden, Conn.

In Boston, 201 Congress St. In Chicago, 30 E. Randolph S
In Philadelphia, 1727 Chestnut St.

CROCKERY AND GLASS Journal

Vol. 82. No. 27

Dec. 30, 1915

Royal Noritaké China

Awaits the Inspection of the Trade.

In quality of ware, variety and attractiveness of shapes, and in the beauty of decorations, this year's line shows an unusual advance over its predecessors.

In the selection of our new line special effort has been made to meet the present trade conditions.

Regardless of the existing commercial conditions, our prices have not been advanced.

In the matter of deliveries, we promise the usual prompt "Morimura" Service.

MORIMURA BROTHERS,

546 and 548 Broadway, New York.

Chicago, 220 South State St.

Boston, 144-146 Congress St.

Blue Birds and Rims of Gold

THE ever-increasing demand for these popular and handsome decortions, comprising useful and necessary articles for the dinner service and boudoir, impels us to offer the suggestion to our friends that a post-holiday sale of either or both of these lines would prove very profitable for those who take advantage of it and order NOW.

We shall be glad to have your inquiries regarding these lines.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.

LIMOGES

Fine French China

Now on sale. Extensive Line of

NEW DECORATIONS FOR FALL SEASON 1915

Complete in Variety, Exclusive in Style.
Great Selling Merit.

EIGHTEEN PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.

L. BERNARDAUD & CO., 46 Murray Street, New York.

ESTABLISHED 1877. INCORPORATED 1903

The Colonial Company. POTTERS.

THIS TRADE THE COLONIAL CO. MARK

CARRIES THE GUARANTEE OF RELIABILITY

EAST LIVERPOOL, O. U.S.A.

WHITE AND DECORATED DINNER. TOILET AND VITREOUS HOTEL WARE,

FANCY AND PLAIN SHAPES.

Underglaze Blue. Full Line Cable Goods. Fair Prices.

New York Office:
W. F. PLASS & BRO., 145 West 18th St.

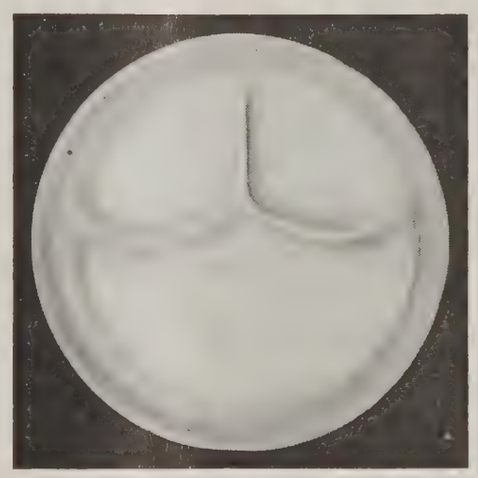
Chicago Office:
W. A. KUERT, 237 South Fifth Ave.

San Francisco Office:
BAKER-SMITH CO., Rialto Building.



For Jobbers and Department Stores.
"YE COLONIAL."
Exact reproductions of the shapes used in 1776. These famous shapes are patented and we will protect the trade from infringements.
Made exclusively by
THE SEBRING POTTERY CO.,
SEBRING, OHIO.

MAYER CHINA



Vitrified Three Part Grill Plate
Has distinctive features that meet all the requirements of the hotel and restaurant trade.
Write for full details
THE MAYER CHINA COMPANY
BEAVER FALLS, PENNA.

BRYCE BROS. CO., MOUNT PLEASANT, PENN.,

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast Enameled, etc.

New York Office, 240 Fifth Avenue. J. D. Dithridge.

Western Salesmen: W. H. Duval, Gerard S. Bryce.

FOR 1916.

17 New Patterns of Dinnerware.

EVERY PATTERN BACKED UP BY FULL OPEN STOCKS.

Naturally in selecting our new patterns for 1916 we chose those which possess the beauty and durability that have marked the popular sellers of previous years.

The new shapes possess a marked adaptability for this year's style of decorations, making it possible for us to offer patterns that seem to possess attractiveness of more than usual merit. We believe that the ready sale which you will find for such of our patterns as you select will prove the correctness of our judgment in making the selections.

Since each of these patterns will be backed up by open stock which we will carry in Cleveland, you can add any of them to your line without the slightest danger of delays in getting the matchings.

OUR NEW OFFERINGS FOR 1916 WILL INCLUDE:

3 Patterns Fine Nippon China.

2 Patterns Fine French China.

7 Patterns English Earthenware.

5 Patterns K. T. & K. American Porcelain.

THE KINNEY & LEVAN CO.,

Importers, Wholesalers, Manufacturers,

1375 Euclid Ave. and 14th St., Cleveland, O. U. S. A.

China
Art Pottery
Earthenware
Lighting Goods
Marbles and Bronzes
Copper and Nickleplated Ware
Sterling and Plated Silverware

Cutlery
Gas Ranges
Brass Goods
Refrigerators
Electrical Devices
Reed and Willow Ware
Electric Fixture Makers

Manufacturers of Light Cut Glass
Hotel Wares for Kitchen and Dining Room
House Furnishing Goods of Every Description
Cut Blown and Pressed Glassware
White China—Artists' Material

GUERIN & CO.,

Trade Mark W.G. & Co. of Limoges, France, Trade Mark MARK ON WHITE J.P. L. FRANCE

Wm. Guerin & Co. **J. Pouyat & Co.**

Fall Sample Line Now on Display.
Shipments Arriving Regularly.

43 to 47 West Twenty-third St.,

NEW YORK CITY.

Please make note to see the new "Lines That Sell," Room 726, Fort Pitt Hotel, Pittsburgh, in January.

BRUSH-McCOY POTTERY COMPANY

ZANESVILLE, O.

New York, Cox & Lafferty, 25 Park Place.

1916 Samples Ready.

THE new patterns for spring delivery are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.



"Where Glass Making is an Art and Quality Reigns."

New Creations and New Decorations for 1916.

ALWAYS SOMETHING NEW.

Central Glass Works,

WHEELING, W. VA.

UP-TO-THE-MINUTE GLASSWARE.

Needle-etched, Cut, Engraved, Gold Encrustations, etc.

Special Designs for Hotels, Clubs, Railroads and Steamships. Deep Plate Etched Crest work given special attention.

NEW LINES ON DISPLAY FOR 1916 AT OUR BRANCH OFFICES:

A. P. Doctor, 66 West Broadway, New York.
Thos. Downs, Jr., 610 Denckla Building, Philadelphia, Pa.
John E. Sawyer, 157 Summer St., Boston, Mass.
Green & Thomas, 33 S. Charles St., Baltimore, Md.
E. S. Pease & Co., 700 Main St., Buffalo, N. Y.
Bersback, Maloney & Co., American House, Denver.
Himmelstern Bros., 718 Mission St., San Francisco.
Thos. H. Butcher, Chicago and Middle West.

Thomas H. Butcher will display our line at the Palmer House, Chicago, Ill., during the month of January, 1916.

OFFICES:

New York,
90 West Broadway.
D. K. Irwin.

Philadelphia,
208 Denckla Building.
John A. Nixon.

Boston,
261 Franklin Street.
W. R. Amidon.

St. Louis,
Frank H. Young.

Chicago,
Atlas Block.
George Spinney.

Baltimore,
15 North Howard St.

Toronto, Canada.
Theo. Haviland & Co.

Cambridge Glass Co.

CAMBRIDGE, OHIO.

PRESSED GLASSWARE and LEAD BLOWN WARE.

Display at Fort Pitt Hotel, Pittsburgh,

DURING JANUARY,

or at our various offices.

THE NEW MARTINSVILLE GLASS MFG. CO.,

New Martinsville, W. Va.,

MANUFACTURERS OF

Pressed and Blown Glassware, Lamps, etc.



No. 705.

Our new 705 line is made in plain and in gold decorated. Our 97 Old Colony line is new in shape and design, and includes everything for the Soda Fountain Trade, as well as Table Sets, Jugs, Tumblers and other tableware.

Samples will be shown at the *Fort Pitt Hotel, Pittsburgh, Room 716,* during January. David Fisher in charge.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 30, 1915.

THE CONDITION OF BUSINESS.

New York

The year ends in a mixture of good and bad conditions. For the domestic manufacturers it is with a rush of orders, many of which can be filled with but little delay. For the importers there are orders enough, but no certainty about getting the ware.

Owing to the difficulty of getting blanks, the cut glass manufacturers are all at sea.

Every American pottery is behind on shipments, and orders for 1916 have been booked that will keep them running for weeks, with the spring demand yet to come.

If the French importers can get shipments they see a big business for next year.

The English importers have sold plenty of ware right along, but deliveries have been exasperatingly slow. They are hoping for better things soon.

The German importers have of course particularly suffered by the embargo on shipments. The ware delivered has been only forty per cent of normal.

The Japanese importers have been comparatively immune from the troubles incident to the war, and it is only because the business of the whole country was poor, compared with other years, that they did not do as much as usual.

Notwithstanding the fact that the toy trade received a larger share of foreign goods than the china importers, there was a considerable shortage, and the domestic manufacturers have been overwhelmed with orders.

The housefurnishing business has been good all along. There has been some shortage in imported wares, but, taken as a whole, there has been less complaint from dealers in this line than any other. It is estimated that shipments of imported wares in this branch show a loss of between fifty and sixty per cent.

The domestic potters will show sales pretty well up to their best record, if they do not exceed it, and the glass men will pull up to within twenty or twenty-five per cent of normal.

Retail trade during the week before Christmas was immense. Crowds in the stores at this time of the year are to be expected; but this season surpassed all previous ones in this particular. Some of the department stores reported record-breaking days. Business was so good that it interfered with business, "if you get what we mean," as Hermione puts it. So great was the crush that women almost fought for goods, and took almost anything if they could not get what they wanted.

The future is looking very bright. A good demand for all kinds of wares is expected, and the coming exposition at Pittsburgh is awaited in confidence as showing the favorable trend of business.

Pittsburgh and Vicinity

Business among the glass factories is keeping up to the high mark established during October and November. Only during the past ten days have orders shown any falling off, and this was due to the holidays. However, mails were reasonably heavy, and the manufacturers are offering no complaint. Factories are in steady operation, and advance business for the new year is quite extensive.

East Liverpool and Vicinity

Orders for the coming year are numerous, and every assurance is offered that the plants will be operated on steady schedules. The slight advance in the selling list meets with no objection from the trade. The new lines are ready, and some very clever decorations are to be had. A number of new shapes are also on the market.

THE LATE JOHN SLATER.

TO John Slater, who died recently in England, the following tribute is paid by an English newspaper: "The late John Slater had a splendid record as Art Director of the world-renowned Royal Doulton Potteries, Burslem. Starting with the firm at the time of its modest beginnings, when the works covered in area less than a tenth of their present space, he lived and worked to see the firm established on a considerable pinnacle of renown, for to-day, wherever fine pottery is known, the results of John Slater's efforts may be seen. He did much to lay the foundations of the Doulton studios, and through a long life as a director of ceramic artists he pursued persistently the policy of developing the fine qualities of the pottery with which he was so closely identified.

"John Slater was a native of Derby, and came of an old family of potters. He stated that Silas Price, his old master at the Stoke Art School, did much to imbue him with the principles of decorative art. After an apprenticeship under M. Arnoux, he showed considerable talent for pottery decoration and became identified with Messrs, Pinder. Bourne and Hope, the predecessors of Messrs. Doulton at the Nile street works. For thirty-five years, then, which cover the Doulton regime at this factory, John Slater was responsible for the artistic quality of the goods produced.

"He not only proved himself to be an artist and designer of deserved repute, but he undoubtedly possessed in a unique degree the capacity for discovering, selecting and training his many assistants, whilst retaining in each artist his originality.

"By this means he secured for his firm such a band of ceramic artists of British nationality as has never before been assembled in an English factory. He encouraged, with the full concurrence of the management, the signing by individual artists of their own productions—an almost unique practice at that time.

"Evidence of his success has been shown at practically all the International Exhibitions in the last forty-five years, which period marks the renaissance of British pottery in the world's industries. He was awarded medals and diplomas of the highest class at, amongst other places, Paris, Brussels, Chicago, St. Louis, and Ghent. It may be fairly said that his life was devoted to the development of the artistic qualities of Staffordshire china, and his name will be honourably associated with the best traditions of the British pottery industry."

THE CAMBRIDGE GLASS CO.'S NEW BRANCHES.

THE Cambridge (O.) Glass Co. have established new offices at 261 Franklin street, Boston, under the charge of W. R. Amidon, who will also cover New England. H. P. & H. F. Hunt formerly had the lines. They have also opened new quarters in Baltimore, with W. W. Woodward in charge. Mr. Woodward was formerly with H. P. Chandlee & Sons. They have given their line to the Eastern Mfrs. Association for Portland, Ore., and Seattle. This organization has offices at 83 Fifth street, Portland, and expects shortly to open showrooms also at Seattle. Scott & Billups, of Portland, had the line last year.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Dec. 4, '15	Corresponding period 1914	Exports Jan. 1st to Dec. 4, '15	Corresponding period 1914
Boston..	31	48	4062	5591
New York	131	303	9136	9823
Baltimore ...	....	173	6214	7766
Philadelphia...	10	78	2157	2344
New Orleans.	12	....	756	1023
Newport News.	....	....	72	86
San Francisco	....	111	1533	1546
Portland, Me..	....	....	1094	1001
Galveston. ...	....	1	10	646
Portland, Ore..	....	....	159	5
Inland Points..	....	....	459	505
Total..	184	714	25652	30336

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Dec. 4, '15	Corresponding period 1914	Exports Jan. 1 to Nov. 4, '15	Corresponding period 1914
New York ...	131	303	9136	10646
Boston.....	31	48	4072	5661
Philadelphia	10	78	2154	2428
Baltimore	....	173	6214	7626
San Francisco	....	111	1503	1586
New Orleans	12	....	756	1099
Portland, Me..	....	19	1094	1023
Galveston .	....	1	10	646
Newport News.	....	....	72	104
Portland, Ore	....	....	159	5
Inland Points	....	....	521	335
Total.	184	733	25691	31119

Illuminating Devices.

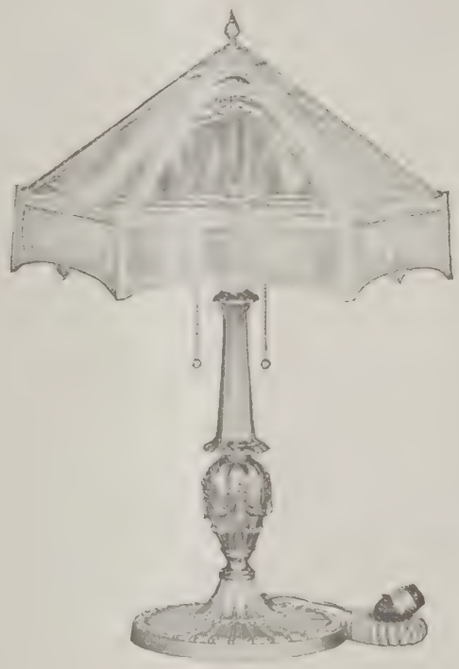
Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

AN editorial in the "Lighting Journal" says: "Gas lighting seems due for a 'comeback'. Modern gas lighting is so far different from old gas lighting in respect to lamp, fixture, equipment, accessory, convenience, and such, that it may fairly be said that there is no subject of interest to the commercial and technical gas man and consumer alike than that of gas as an illuminant. Just what reason or reasons may most properly be offered for sensing a materially changed attitude, with prospects for a constantly-increasing development of gas lighting, is rather difficult to say, and various reasons are set forth by those in a position to know. However, everyone seems agreed upon this one point: that the splendid accomplishments along the lines of electric lighting, which is naturally and inevitably the chief competitor of gas lighting, have aroused those engaged in the gas business to a sort of pride in their own which expresses itself in ambition and activity to take advantage of the scientific achievements made in gas lighting appurtenances, and give the people the benefit in service—both in respect to comfort, convenience and economy. And it surely looks as if the long-delayed but oftimes prophesied awakening of the gas lighting interests has been aroused straight through from manufacturer to consumer."



ROYAL COPENHAGEN.

The line of lamps displayed at the salesroom of T. W. Hamilton, representative for the H. G. Rainaud Co., is one of the most successful from a selling standpoint that the concern has ever turned out. Vase bases are used extensively, and several very pretty finishes are employed. One rather massive vase base fitted with an odd-shaped overlaid shade in a floral design, the flowers and petals of which are tinted on the art glass lining, has been a big seller, while there are several others that are close seconds.



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

Chas. J. Dela Croix is displaying a new idea in a lighting fixture from the H. Northwood Co.—a combination bowl and reflector in "Luna" glass. It is very good to look at, being designed along graceful lines, and the quality of the glass and simplicity of the pattern make an exceedingly desirable fixture.

Among the new samples which the United States Glass Co. have sent Malone & Nicholson, agents for their line of illuminating glassware, is an 18-in. bowl in the beautiful "Corinthian" design—a heavily embossed leaf and panel effect which is very striking.

A feature of the display made by the Dohrmann Commercial Co. at their newly-opened salesroom is a noteworthy showing of vases for lamp mounts, both in pottery and bronze. All sorts of shapes and a diversified variety of designs, as well as many plain styles,

some in solid-colored pottery, are particularly effective. Then there is a very tasteful assortment of silk shades in various styles, sizes and colors, some having hand-painted floral designs which are very attractive.

WIPING CLOTHS DO LOTS OF MISCHIEF.

THE dish-wiping cloth, even the barred variety which is sometimes dignified by the name of "tea towel," is in bad repute. Ever since man began to look through the microscope and think in terms of the microscope its fate has been sealed.

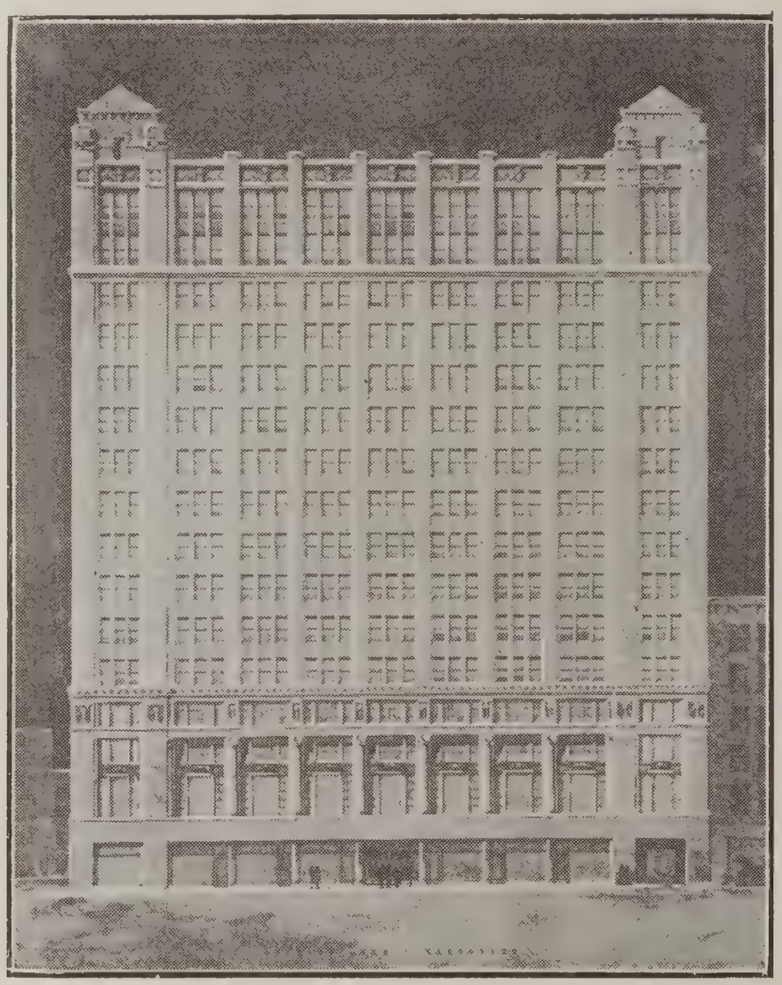
Only when freshly washed and boiled and used in clean hands to wipe the rims of already scalded and drained dishes should a wiping cloth be admitted into the modern kitchen. Used in dirty hands till grimy, carried on the arm of a waiter and used to polish a plate or wipe up a table, it belongs to the dark ages, hygienically speaking.

In all dish-washing the household should more and more approach the practice of the laboratory, where glassware and porcelain are washed, rinsed in boiling water and placed to drain. No cloth, no matter how well known its antecedents, should be allowed to touch them, for they are now absolutely clean and must remain clean.

In cleansing toilet articles, the bathtub and the wash basin it should be remembered that ordinary cleaning cloths belong, like the scrubbing brush, to the early, coarser process. The final cleaning must be by hot water only. Whatever comes in contact with any body aperture must be free from all possibility of bacterial contagion.

The common bathtub has doubtless frequently been a carrier of disease germs from one person to another. Before use, however clean it may look, it should be scalded out and not dried with any of the cloths ordinarily given over to the purpose.

Treated as it too often is with any old scrubbing cloth or brush that may happen to be handy, the bathtub in a great many homes is never really clean, and its germ-laden condition makes it as serious a menace to the health of t household as the dish-wiping cloth.



Courtesy "Pittsburgh Chronicle-Telegraph."

CHAMBER OF COMMERCE BUILDING, TO BE ERECTED ON PRESENT SITE OF THE BISSELL BLOCK IN PITTSBURGH, PA.

The Macbeth-Evans Glass Co. will occupy the entire tenth floor.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The following changes in the sales department of the United States Glass Co. will become effective January 1. The Southern territory will be covered by J. D. Fisher and William Campbell, the latter taking the lines from factories K, B, E, O and N, while Mr. Fisher will represent factories A, D, F, G, R and U. Samuel Frazier will cover the West with the lines from factories D, R, U and A, while Mr. Adams will have the lines from factories K, B and E, Walter Jones will work in the Western territory with the lines from factories G, N, O and F. E. H. Prosser will continue on his old territory, and Messrs. Palmer and Hartman will also have the same routes as in the past. W. J. Dillon, who has been in ill health for some months, is rapidly recovering, and in conjunction with Mr. Prosser will take care of buyers who visit the local market during the coming month.

"It looks like October 1, judging from the manner orders are coming into our offices," declared the sales manager of a large glass manufacturing concern this week. "We see a big year ahead. Our business for January shipment is the largest ever on our books at one time."

Among the new reservations announced at the Ft. Pitt Hotel for the January Exposition are the Paden City (W. Va.) Pottery Co , represented by Edward J. Owen, and William M. Warrin, of New York, who will have the Peters & Reed and Zanesville Stoneware Co.'s lines. Many concerns have already forwarded samples, the warehouse of the Ft. Pitt to-day holding several hundred barrels of glassware and pottery.

Ballots have been mailed all members of the Western Glass and Pottery Association for the election of officers for the new year. As there is no opposition to his candidacy for the presidency, Robert G. West, manager of the city salesroom of the Pittsburgh Lamp, Brass and Glass Co., will be the head of the organization for 1916.

There has been a decided improvement in the condition of John Kunzler, secretary of the Glass Association, who suffered a slight stroke a fortnight ago. While unable to leave his home, the physicians announce that with complete quiet and rest his recovery is assured. During his absence the duties of the office are being well taken care of by his assistant, Miss Hamilton.

Glass manufacturers in this district have been strictly "up against it" in getting shipments to New York. The Pennsylvania has refused freight for points beyond Newark, N. J. A number of shipments are being sent by express. The Baltimore & Ohio and the Western Maryland, however, are taking freight for New York. As showing how congested is the freight situation in this territory, a shipment of glass for South Africa delivered to the Pennsylvania station here in November still remains on the platform.

The Oriental Glass Co. is showing a number of new decorated table sets, specialties and souvenir goods for the new year trade.

The Macbeth-Evans Glass Co. has declared a stock dividend of 15 per cent, to be paid January 16. In view of the fact that many shareholders will be entitled to only a fractional part of a share, the board of directors has authorixed the issuing of dividend scrip for such fractional shares, the same, however, to be non-interest and non-dividend bearing obligations; also to have no voting power. Upon collecting by purchase or otherwise enough of the scrip to amount to $50) the par value of shares) the holder may exchange it for a certificate for one share. Stockholders have the privilege of surrendering their dividend scrip certificates and to receive in cash the amount for which the scrip is issued. The company also declared the regular quarterly dividend of 2 per cent and 2 per cent extra.

Watson W. Lang, manager of the local offices of Kinney & Levan, spent the holidays with his brother, Charles Lang, and his family at Cleveland, O. He returned to the district early this week.

A number of glass plants in the western Pennsylvania district have started the manufacture of a certain class of toys. The variety of novelties that can

be made in glass is said to be almost limitless. Expert toy makers have been secured to oversee the departments. It is expected that many of these new productions will be shown at the Pittsburgh glass exposition next month.

An immense volume of ware is now being made in this district for export, the shipments mainly going to England and the British Colonies. It is said that one factory is working almost exclusively on export business.

AT CHICAGO.

CHICAGO has enjoyed the best holiday trade in its history. At some department stores many items have been entirely cleaned out, while in others they are so low that it is only a question of a few days when they will have to be replenished. The factory representatives, who have been watching the retail trade in the big stores like hawks, are expecting a big demand almost immediately.

* *

Floor lamps and carved ivory art objects have been in particularly good demand as holiday presents.

* *

George R. Spinney, manager of the Chicago office of the Cambridge (O.) Glass Co., leaves this week for a trip to the factory.

* *

Earl W. Newton is now installed in his new quarters in the Heyworth Building.

* *

As he passes the cigars to his friends Frank B. Tinker, of the Cut Glass Products Co., says that the arrival of a baby boy in his home a few days ago was the finest Christmas present he ever received.

* *

Leon J. Navra, of Seattle, is expected to arrive in the city about the first of the year.

* *

H. A. Cohen, of the Hartman Furniture and Carpet Co., this city, set at rest the fears in some quarters of the local trade early this week by announcing that the recent $12,000,000 increase in the capital stock of the big mail order house did not mean that the firm would branch out to handle glassware, pottery and similar goods.

* *

Pitkin & Brooks did a phenomonal holiday business in every line, according to D. H. Dearborn. "I do not know a single department in our store which will not turn in a record business for the holiday rush season," said he, "and we are all feeling very good over the manner in which a season which looked rather dubious at the start has turned out."

* *

Joseph Bendien, vice-president of the American Export Bureau of Amsterdam, Holland, arrived in Chicago this week for the purpose of interesting local commercial organizations in the establishment of an American Commercial Information Bureau in Amsterdam. Local pottery men express themselves as favoring the idea, as it would assist in getting foreign goods started on the way to this country.

* *

The Pittsburgh Lamp, Brass and Glass Co. will shortly move into the Shops Building, 17 N. Wabash avenue. Large space has been taken, and the new quarters will afford them much better facilities than the old location.

* *

E. G. Minnemeyer, brother of Walter, is assisting the latter in marking and placing new goods from the Hocking and Tarentum companies.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 28, 1915.

LIVERPOOL

4	packages	earthenware	L A Consmiller
10	"	"	G F Bassett & Co
1	"	"	Rowland & Marsellus Co
3	"	"	W P Snyder
1	"	"	C J Dierckx
3	"	chinaware	Burley & Tyrrell Co
6	"	"	J Davison
3	"	glassware	Kronfeld, Saunders & Co

GOTHENBERG

102	packages	glassware	J H Venon
1	"	chinaware	American Expres Co

HAVRE

100	packages	chinaware	Haviland & Co
9	"	"	L Bernardaud & Co
10	"	"	Justin Tharaud
17	"	"	S E Bohm
15	"	"	J J Hines
3	"	"	C P Dispatch
3	"	"	J W Master
43	"	"	Haviland & Abbot Co
25	"	"	Wm Guerin & Co

ROTTERDAM

5	packages	earthenware	Strobel & Wilken Co
44	"	"	G F Bassett & Co
20	"	"	J Palme
135	"	"	L D Bloch & Co
5	"	"	R H Macy & Co
7	"	"	A Murphy & Co
21	"	glassware	H Zimmern & Co
5	"	"	Sussfeld, Lorsch & Co
18	"	toys	Strobel & Wilken Co
267	"	"	J Wanamaker
1	"	"	F A O Schwarz
2	"	"	Abraham & Straus

CHRISTIANIA

4	packages	chinaware	Royal Copenhagen Porcelain Co
4	"	"	Overton & Co
3	"	"	G W Sheldon & Co
1	"	"	K Nilsen

HONG KONG

122	packages	chinaware	Japan Import and Export Co
195	"	"	He Chong Yuen & Co
27	"	toys	Chartered Bank of India, Australia and China
27	"	"	C B Rouss
12	"	"	Japan Import and Export Co

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The holiday idleness in the potteries has been the shortest ever experienced. Only a few plants were inactive for the week, the majority being idle only on Christmas and New Year's days. "We would like to have taken ten days," said one manager, "but conditions are such that it is impossible."

* *

Harry A. Keffer, who spent the holiday season in Florida with his family, has returned to arrange his new line from the Cartwright Bros. Co.

* *

Joseph Davis will make frequent trips between this city and Pittsburgh during January, accompanying buyers whom he will meet at the Ft. Pitt Hotel to the factory sample rooms. The K., T. & K. lines will not be shown at the exposition.

* *

During the coming year the Thompson Pottery Co. will make a special feature of open stock dinnerware. Upon its new plain shape will be over fifty new decoraations, which will be sold either open stock or regular sets, at the option of the buyer.

* *

All the new lines of the Homer Laughlin China Co. have been arranged in the large sample room at the plant. The new "Republic" fancy shape, which has been shown for the past few weeks for January delivery, is having an excellent demand.

* *

Several of the hotel china manufacturers are now carrying decorated ware in stock, thus assuring shipments being made the day the goods are ordered.

* *

Pottery manufacturers are feeling the effects of the heavy freight traffic. Much delay is being experienced in receiving raw materials, while outbound shipments are also behind in reaching their destination. Even small packages forwarded by express are late in delivery.

* *

The demand for laboratory porcelain is growing rapidly, and there are at least two plants now concerned in the making of it. Formerly all of the items in this line were imported, but it has been found that ware of high quality and stability can be made just as well by American potters.

* *

So far as learned, no effort has been made up to this time to start operations at the former plant of the American China Co., Toronto, O., recently reported as having been taken over by the Wooster China Co.

* *

The Gem Clay Forming Co., of Sebring, O., is about to start the manufacture of porcelain seals to be used in locking freight car doors. These will take the place of the lead seals now in common use. Millions are used annually.

* *

The holiday pay of the pottery workers in this district was the largest ever known.

* *

Thomas B. Anderson, of Chester, W. Va., who has been identified with the Edwin M. Knowles China Co. since its incorporation in 1900 as secretary and general manager, will sever his connection with the company as an official on January 1. He will take a short vacation, after which he will be again engaged in active business in a concern closely allied with the pottery industry.

* *

General ware manufacturers are giving much thought just at this time to the possibilities of the Dressler tunnel kiln now in successful operation at the plant of the Universal Sanitary Mfg. Co., New Castle, Pa. While the kiln is rather costly to erect, more ware can be put through it at less cost and in less time than is possible under the present method.

* *

Within the past year there has been a great demand for American-made fireproof vitreou scooking ware. Large railroad systems which have in the past used imported lines have changed to the American product, and very heavy business has been secured by the factories making it.

Sebring, O.

Every Christmas Fred. E. Sebring, president of the Saxon China Co., entertains the children of Sebring, and this season was no exception. All the little folks were first taken to a theatre, following which gifts and con-

fections were distributed in a liberal manner. "This is the only way to put joy into life," commented Mr. Sebring, as he watched the affair.

BOSTON BUSINESS NOTES.

THE after-holiday reckoning of sales shows that the business this season was the largest ever in Boston, and reports from different parts of New England show that the same conditions prevailed almost everywhere. The bad weather the first of this week kept away some of the buyers, bnt there were enough to make things interesting. Boston stores are placing unusually heavy orders for the January special sales.

D. J. Mahoney, who has been in charge of the New England sample rooms of the Pittsburgh Lamp, Brass and Glass Co. for several months, and who before that traveled in this section for the same company, has resigned. Harry Lewis, assistant sales manager, is to take charge the first of the year.

Miss Nellie Mulvany, with George Granville and Paul Phillips, went to her old home in Bangor, Me., for Christmas.

Paul Phillips has returned from a visit to the factories in Zanesville.

George D. Herron, president of the Crescent Cut Glass Works, Fairhaven, was in town this week.

Horace P. Hunt, of H. P. & H. F. Hunt Co., is to leave Saturday for the Fort Pitt exhibit at Pittsburgh, after which he will visit the several factories represented by the company. He will return about Jan. 15.

George W. Beals has returned from a Christmas visit to Philadelphia.

Jan. 1 the McKee Glass Co., Jeannette, Pa., will place in charge of their Boston office, 155 Federal street, George D. Dinkel and William Bichwit, who will cover the New England States for the products of this concern. The former has been connected with the sales department of the McKee Glass Co. at Jeannette for several years, and Mr. Bichwit has covered the Western territory for the company for some time. Both are young men of experience in both the practical and selling ends of the glass business.

Harry Guest has been at home ill for several days. Meantime W. R. Amidon is busy getting the new office ship-shape. All their samples are not yet here.

"Mike" Ryan, who has been buyer at the Bon Marche, a Lowell department store, will on Saturday assume the duties of buyer for the kitchen goods department at Bacon's, the place left vacant a few weeks ago when Niel McColgan resigned.

Frank Smith, china, glass and kitchen goods buyer for the Gilchrist Co., and A. Phillips, Bacon's china and glass buyer, are on a trip to the potteries.

Charles Kaiser is here to conduct the opening of Morimura Bros.' import lines.

Thomas Maguire, the popular traveling man for Louis Wolf & Co., is fast recovering from his illness.

DIDN'T KNOW HIS BIBLE.

CLEAR LAKE, IOWA, Dec. 27.

Editor CROCKERY AND GLASS JOURNAL.

I will have to correct the gentleman who wrote the article on page 138 of your Dec. 16th issue, "A Little Sermon on Glass." He says: "Glass has the distinction of being a thing to which no reference is made in the Bible, as far as I have read." He has not read far enough. Glass is mentioned five times, namely: 1st Corinthians 13, 12; 2d Corinthians 3, 18; James 1, 23; Revelations 4, 6; 21, 18. Revelations, 4th chapter, 6th verse, reads: "And before the throne there was a sea of glass like unto crystal." Your Holiday Number was fine. Yours very truly,

J. W. PATTIE.

LIGHT-DIFFUSING SHADES.

AN interesting lecture on "Design and Manufacture of Diffusing Glass Shades" was delivered recently by S. G. Hibben before the Illuminating Eugineering Society in the rooms of the Western Pennsylvania Engineers' Society at Pittsburgh. The paper was one in which even a layman could find interest, especially because of the demonstrations given by Mr. Hibben illustrating the curvature of rays of light under shades of various kinds, the lamp and shade being suspended in a "smoke box," thereby making the rays and their direction visible.

The paper was followed by an interesting discussion, one member telling of the numerous accidents from people falling down the steps in the Pennsylvania Railroad Station in Harrisburg, Pa., and how the casualties suddenly ceased. It appears that passengers bound for trains stepped upon the upper landing of the stairs which lead to the platform and frequently fell down the steps, there being as many as two such accidents a week. In looking for the cause it was decided that the rays from an arc light suspended from the roof of the station in front of the steps blinded those walking down stairs. A reflector was designed which cast the rays in such a way that they illuminated the steps and the platform, yet did not directly strike the eyes of the person walking down the steps. When the reflector had been installed the accidents ceased.

THE METROPOLITAN MARKET

January 1 the E. W. Hammond Co. will add another concern to the list of factories represented by them in the metropolitan territory—the Ohio Pottery Co., Zanesville, O., an old concern under new management now turning out a line of fireproof cooking ware with a leadless glaze and guaranteed not to craze or break from the heat, and known as "Petrocan" ware. Mr. Hammond is enthusiastic over the line and expects to have the complete assortment on display within a few days.

Some excitement was occasioned Monday morning by a fire which started in a building adjoining the Strobel & Wilken Co. establishment on Twenty-third street and for a while caused some uneasiness to that concern. However, the firemen succeeded in keeping it under control, and aside from the annoyance caused by smoke and interruption to business no damage was sustained by them.

D. King Irwin, local manager of the Cambridge Glass Co., has a host of new goods, among which is an excellent line of flower bowls in very rich shades of blue and black, with birds to match, the latter being well molded and above the average seen on the market. A new line of soda fountain supplies is in a patented Gothic design that is sure to win the approval of buyers. The line comprises fifty pieces, and includes everything the business demands.

Maddock & Miller have just put on sale an underglaze decoration in colors on hotel china that tops anything they have ever brought out.

Alterations which have added considerably to its attractiveness and convenience have just been completed at the salesroom of the E. W. Hammond Co. A room has been fitted up for the exclusive display of trays from Furst Bros. Co., comprising mahogany, Circassian walnut, fumed oak, natural oak, black and white and several novel finishes in trays, including a bluebird decoration which is in great demand. A decided improvement installed by M. Hirsch, who shows the line of casseroles, percolators, chafing dishes, hot water plates, etc. from the Buffalo Mfg. Co., is a handsome mahogany wall fixture which extends the entire length of the main room.

The assortments offered in the Imperial Glass Co.'s lines of popular-priced light cuttings will please the most varied taste. Each design is shown in a comprehensive line of items, including everything for a complete glass table service. The ware is beautifully finished and the patterns well executed.

Cox & Lafferty are making every effort to get uptown by the middle of January. They will have a fine big floor and new fixtures throughtout. The location at the corner of Broadway and Twenty-eighth street is a good one for their business.

An idea of the great popularity of the Duncan & Miller Glass Co.'s baskets may be gained from the fact that there are very few glassware departments where they are not seen. The demand for them as receptacles for flowers, fruit, etc., is growing every day. Glass cutters are doing a very profitable business by decorating the plainer styles with light cuttings. All sizes and prices are represented in the display. A special feature of these baskets is the patented handle, which is made as a part of the item, instead of being stuck on, as is usually the case. Several new designs are now being shown by Paul Joseph.

The refreshing originality of the advance samples of dinnerware received by Wm. Guerin & Co. merits great praise. If the complete line may be judged by this first installment it will be one of which the concern may well be proud.

The calendar sent out by the Roessler & Hasslacher Co. for next year is fully up to the standard they have set in this particular. This time the picture ornamenting it shows a handsome young girl at a well holding a ewer. Back of her is a comely youth striving to blindfold her with his hands. Mischief is depicted in his face, while hers shows playful remonstrance. The scene is Oriental, beautifully colored, and the calendar will be treasured for its art value alone.

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Crockery and Glass Journal,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 30, 1915.

AFTER THE WAR.

MANY are the articles published in the daily press relative to the dumping of foreign goods on this market after the war. The writers go upon the assumption that European countries will need our money and will flood us with all kinds of goods at low prices.

Conditions on the other side do not warrant this inference. The very pick and flower of the workmen have been called to the front in all of the belligerent nations; thousands have been killed; more wounded and incapacitated for their customary work; and there are none to take their places. Furthermore, those who do go back will of necessity demand higher pay than they have been getting, because it will cost more to live. Again, raw materials of all kinds have advanced enormously abroad, which will make goods cost a great deal more. It does not seem possible that any of the countries now engaged in conflict can produce and market goods at a very low price.

The consumption of all kinds of merchandise in those countries has greatly fallen off, and when the war is over there will be an enormous demand for commodities. This will serve further to increase the price and lessen the amount available for export. In view of these conditions it is not at all likely that we shall get any more china and glass from Europe than we have been receiving—if as much.

In the meantime, owing to the absence of foreign goods, the American manufacturer has widened his scope and found markets that he has never known before, both in the United States and abroad; and where his goods have proved satisfactory the buyers are likely to continue purchasing.

It looks as if the various writers had studied the situation from only one viewpoint.

PERSONAL.

THE Mercer Pottery Co., Trenton, N. J., is to be congratulated upon securing the services of John E. Plummer, who has been engaged to travel the Western and Southern States for the concern. There isn't much John doesn't know about selling china, and with his extensive aquaintance and popularity in the trade he will prove a valuable acquisition to the sales staff. He is spending this week in Trenton familiarizing himself with the company's products, and expects to start on the road on January 1.

⚜

Walter Picker, who has been calling on the city trade for the past five years for Wm. R. Noe & Sons, has been engaged by the Pittsburgh Lamp, Brass and Glass Co. in the same capacity.

⚜

F. O. Shattuck, New England representative of Geo. F. Bassett & Co., is in town getting up new samples for his early spring trip. W. F. Ellisson will open at the Fort Pitt Hotel, Pittsburgh, January 3 for a ten days' stay, after which he will proceed West on a long trip.

⚜

Chas. J. Dela Croix left on Sunday for Boston, to spend the week displaying his lines at Young's Hotel.

⚜

Harry S. Clarke, with Graham & Zenger, is packing his trunks preparatory to leaving next Monday for a trip through the Middle West. He will return Feb. 1 to meet his friends who will be in town for the import season.

⚜

Walter Wessels, of the J. H. Venon traveling force, expects to strike the trail early next week on his regular trip through the East.

⚜

"Eddie" Hammond, Herman Kashins and M. Hirsch leave Sunday night for Pittsburgh to be ready for the opening of the annual show at the Fort Pitt Hotel.

⚜

If there is anything more bromidic at this time of the year than the statement that it is not always the value of a gift that makes it acceptable, but the intent, we do not recall it. Anyhow, it fits this paragraph beautifully. Last week H. Benedikt received from the National China Co. a metal paper cutter which may have cost half a dollar. But it had on it a fac-simile of

his signature in raised letters; and he prizes it all the more by reason of the fact that he was not aware the factory was going to do it.

⚜

Paul Phillips, manufacturers' agent, Boston, stopped over in New York for a few hours on his way home from Zanesville, O., where he had spent Christmas with relatives.

⚜

H. F. Weber, who has been managing the New York office of the Pittsburgh Lamp, Brass and Glass Co., will go on the road, leaving January 2, taking the South Atlantic States for his territory. C. A. Kraft, who has been covering a part of New England outside of Boston, has been put in charge of the New York office.

⚜

Giving a list of over a hundred eligible bachelors in Wheeling, W. Va., the "Register" of that city says concerning Mertz Franzheim: "Sells potters' supplies because the business gives him an opportunity to see the country; could make a living as a prestidigitateur if necessary; owns and drives a nice little Hupmobile; good catch for socially ambitious girl."

⚜

Ed. Craig, manager of the New York office of the United States Glass Co , returned to New York on Tuesday after spending Christmas in Pittsburgh.

⚜

"Sandy" Ehrlich, who has been on the road for the McKee Glass Co. for the past few months, spent Christmas in New York, and while here visited a number of his friends in the trade.

⚜

J. Meredith Miller is busily engaged getting his samples ready to start on the first trip of the new year next Monday. He expects to spend the entire week at the Hotel Adelphia, Philadelphia, from where he will go to Boston for a week, exhibiting his lines at Young's Hotel.

⚜

H. F. McKenzie, who has been traveling for Becker & Brisbois, the Brooklyn cut glass manufacturers, has engaged with the Hunt Cut Glass Co., Corning, N. Y., for the coming year.

⚜

John C. Fisher, formerly with Fondeville & Van Iderstine, and later with the Tritt China Co., has engaged with A. Gredelue.

⚜

Wm. Howell, of Pitkin & Brooks, Chicago, was a visitor to New York this week.

⚜

W. S. Pitcairn, who has been gathering funds to buy tobacco, cigars and cigarettes for the British soldiers at the front, had collected $608 by Wednesday afternoon. The amount exceeds his expectations, and he is very grateful to those who have contributed.

⚜

F. W. Gardner, buyer for Boggs & Bull, Allegheny, Pa., was visiting the trade in New York this week.

⚜

Other buyers in town were J. D. Leichenger, for Siegel, Cooper Co., Chicago; J. Postley, Baltimore (Md) Bargain House; L. Herman, Danville, Va.; T. B. Mathews, for Sheehan, Dean & Co., Elmira, N. Y.

MORIMURA BROS. TO MOVE.

MORIMURA BROS., the largest Japanese importers in the United States, have decided to leave Broadway, where they have been for years, for a headquarters on Twenty-third street between Fifth and Sixth avenues. In a building to be erected on the site of the Eden Musee they have leased 100,000 square feet for a long term of years at a yearly rental which is said will total $1,000,000 for the period of the lease.

Some weeks ago we learned that Mr. I. Morimura, the head of the firm of Morimura Bros., had been decorated and made a baron by the new Emperor of Japan. With becoming modesty the people in the New York store, while admitting the honor, did not desire that the news should be printed. It became public, however, when they made the lease of the Twenty-third street store. It is not often that a title is conferred upon a merchant or manufacturer in Japan, and the prestige thus given to the firm is very great. Mr. Morimura is a philanthropist and noted for his business acumen, and his good fortune will be the cause of sincere congratulation by the trade here, where the house and its personnel are held in high esteem.

TO CONFER ON CASTING PROCESS.

THE manufacturers of sanitary ware and the National Brotherhood of Operative Potters will hold a conference on January 11, probobly in Philadelphia, to take up the question of casting the goods. In the casting process a skilled presser is not necessary, it being possible for unskilled labor to perform the work. However, under an agreement between the manufacturers and the men's organization it is necessary for the former to apply to the union to supply the help required in the various branches of the trade.

Thus far casting is not done on a very extensive scale in Trenton, N. J., but the manufacturers state that if its advancement continues elsewhere they will be forced to adopt the method to meet the competition of their rivals. The Mott company has experimented to some degree, and the Trenton Potteries Co. has also taken it up in a small way. The Homewood Pottery

Co., Mannington, W. Va., wants pressers to go to that place to cast sanitary ware, and some have already left Trenton for Mannington.

APPRECIATION.

FOLLANSBEE, W. VA., Dec. 20, 1915.
Editor CROCKERY AND GLASS JOURNAL.

We have just been looking through the 1915 Holiday Number, and we wish to heartily congratulate you on this successful issue. We think it is the best that you have ever put out. Yours truly,

THE JEFFERSON GLASS CO.
C. H. Blumenauer, Pres't.

COSHOCTON, O., Dec. 21, 1915.
Editor CROCKERY AND GLASS JOURNAL.

Your last issue is surely a credit to your efforts. Each succeeding year it seems almost impossible to improve upon the former, but I am very much impressed with the present nunber, and express my congratulations. Yours very truly,

THE POPE-GOSSER CHINA CO.
C. F. Gosser, Pres't.

CAMBRIDGE, O., Dec. 27, 1915.
Editor CROCKERY AND GLASS JOURNAL.

We have received your Christmas Number, and want to congratulate you. It certainly is a beautiful paper, and am sure it took some work on your part to get it out. Wishing you a Happy New Year full of good returns, beg to remain,

Yours very truly
THE GUERNSEY EARTHENWARE CO.
Charles L. Casey, Pres't.

The Holiday Number of CROCKERY AND GLASS JOURNAL is, as usual, a sumptuous issue of 264 pages, of which 141 are trade announcements. The illustrations are many and beautiful, notably the reproduction of a dinner set in color. The printing is of high order, a credit to the art. An exquisite bit of work is a vase with thistle decoration in black and gold. The literary matter is attractive and practical. Fortunate, indeed, is a trade which has such a fine and useful representative journal. It is a pleasure to note the appreciation shown in the many trade announcements. We congratulate our contemporary and neighbor.—AMERICAN GROCER.

OBITUARY.

IT will be sad news to a host of friends in the trade to learn of the death of Frederick Morse, manager of the New York office of Gillinder & Sons, which occurred Wednesday night at the Jewish Hospital, Brooklyn, where he underwent an operation on Wednesday morning—the fourth he had suffered during the last few months. He was stricken with appendicitis in April, and after recuperation from what seemed a successful operation returned to business, but was again taken ill after a few weeks, and three subsequent operations were found necessary.

Mr. Morse had been associated with the lamp business for a long time, having been in the lamp department at Wanamaker's before going with Gillinder & Sons, for whom he called on the city trade prior to becoming manager, two years ago, when he took the place of Chas. Kerr. He always had a good word for everybody, and his kindly disposition made friends for him wherever he went. He leaves a widow and a little daughter.

Funeral services will be held at his late residence, 802 Monroe street, Brooklyn, on Sunday at 2 p.m.

The force at Morimura Bros., Japanese importers, this city, has been robbed of two of its members by death in the past week—Masaji Ewaki, superintendent of shipping department, aged forty, and William T. Adachi, buyer of toys and novelties, aged forty-three.

CURIOSITIES OF OLD PEWTER.

TO be old-fashioned is at first a reproach and later a distinction. Whatever survives its age becomes a memorial of far-away times, and enables us, in a sense, to revive the life of past generations as history cannot so vividly do. As you look at an old piece of furniture you have a pleasurable vision of the social scenes that centered about it when it was the latest thing.

You find in it beauties that its original possessors may never have noticed. Part of the artistic superiority that we ascribe to such things resembles the supereminence which later times have recognized in Shakespeare, who in his own day was not thought to be unrivalled.

Who that drank his ale or claret one or two centuries ago from a pewter cup, which had been filled from a pewter flagon, imagined that those vessels, shaped out of a base alloy of tin and lead by artificers who certainly were not regarded as "artists," would, in a later age which could command much more expensive materials and work, be regarded as "objects of vertu," i.e., of rare and curious excellence?

Yet to-day "old pewter" is one of the favorite objects of collectors, and the styles of its makers are admired to a degree which would certainly first cause them to open their eyes and then to swell with pride in a genius which they had not known that they possessed.

But, however they came by it, the old makers of pewter vessels, which seemed commonplace enough in their day, for every tavern had a plenty of them, had a knack of turning out very graceful and attractive products. The Scotch, always good drinkers, were particularly skillful in this kind of work. They had a vessel called, with a humor which could penetrate any skull, a "tappit hen" (you can notice the resemblance yourself when you know that the name was applied to a hen with a top-knot), and this vessel, possibly through another play of Scotch humor, was reckoned as a pint measure, although it was half as big again as a quart!

It was called the "Scots pint." The name tappit hen is sometimes applied to smaller specimens of Scotch pewter ware, but it properly belongs only to stoups holding three pints, a little projection inside the neck,

VITRIFIED HOTEL CHINA

FOR

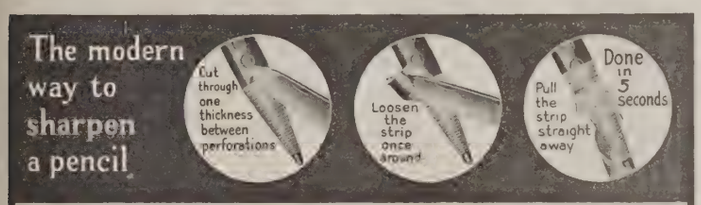
HOTELS, RESTAURANTS, CAFES

In underglaze decorations, including crests, badges, names, etc.

BUFFALO POTTERY

BUFFALO, N. Y.

New York Representative:
A. H. LEDDEN,
16 W. Twenty-third Street.



New signs in your store every day!

Bright, newsy, colored placards, announcing new articles and special prices—just the thing to attract the eye and "suggest" to the customer the way to spend his money!

Blaisdell Pencils—made specially for the china and glass trade to mark prices, etc., enable you at trifling cost to display these signs. Write 'em right on your bulk windows and show cases if you want to! Let the public know you're alive. Tell 'em what you've got to sell and the attractive price. It's a shame the way money comes out of the pocket if you only give it the right excuse!

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross.

Order by number from your jobber or stationer.

Blaisdell Paper Pencil Company
PHILADELPHIA

WHEN in Pittsburgh don't fail to see the Oriental Glass Co.'s lines. We have a display at our showrooms, South Eighth and Sarah Streets. A very comprehensive line of fine decorated glassware in Ruby, Ruby and Gold, Green and Gold, and Gold; also a good selection of Souvenir Assortments that merit the jobbers' attention.

ORIENTAL GLASS CO.,

PITTSBURGH, PA.

Take Car No. 50 or 51 to Eighth Street.

called "the plook," serving to indicate the level of the liquid when the vessel contained full measure.

In many cases the makers lavished much decorative effect upon the tops of the lids and the thumb-pieces by which they were lifted. But in many other cases there were no lids, their absence being an effect of economy.

In the course of time the forms of these vessels underwent considerable changes. From the "hen shaped" they passed to the "pot-bellied," the "pear" and the "thistle" forms. There were also other smaller vessels of pewter which are now sought by collectors. Among these was the "mutchkin," sometimes made in the form of a tappit hen, but holding only three gills, and the "chopin," holding a pint and a half. There were likewise half-mutchkins and gills.

When, as sometimes happens, any of these vessels are found bearing dates and makers' names or initials and other designs their value as curiosities is enhanced. For church communion purposes large pewter flagons of Scotch quart size, equal to six pints, were employed.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 28, 1915.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 12, 1916, at 12:30 o'clock. p.m. By order of the Trustees,

L. S. OWEN, Secretary.

HELP WANTED.

WANTED—POTTERY SUPERINTENDENT FOR DINNER WARE PLANT WHO HAS A THOROUGH KNOWLEDGE OF THE BUSINESS AND WHO POSSESSES THE ABILITY TO GET RESULTS AS TO QUALITY AND VOLUME. GIVE EXPERIENCE, REFERENCES AND SALARY EXPECTED. ADDRESS A1 SUPERINTENDENT, THIS OFFICE.

BUSINESS OPPORTUNITIES.

FACTORY representative of thirty years' experience in cut glass, pottery, electroliers, etc., with large salesrooms centrally located in Chicago, wishes to represent factories as selling agent on commission. Have had twenty-two years' road experience. Best references covering ability and personal character. Lines can be taken on January 1st, 1916. Address Box A 965, this office.

AGENCY wanted for British Isles for American pressed glass. Commission or purchase. HALES, HANCOCK & CO., Ltd., Gamage Building, Holborn, London, E. C., England.

I AM soliciting a few high-grade mercantile accounts for St. Louis; agency or commission. Reliable service; A1 references. SIDNEY N. SCHARFF, 318 Victoria Bldg., St. Louis, Mo.

NOTICE OF REMOVAL.

AFTER January 20th our new address will be 1140 to 1146 Broadway, at 26th Street. COX & LAFFERTY.

POT GLASS ONLY

We will be at the January Show for 1916, at the Fort Pitt Hotel, Pittsburgh, Pa., in Room No. 692, with a larger and better line of SWUNG VASES than has ever been shown by any one factory at the Annual Show. Sizes run from 4 to 28 inches in length and prices are very reasonable. DON'T FAIL TO SEE THEM.

POT GLASS ONLY

Our 1916 Lines of CRYSTAL TABLEWARE are complete in every detail. We have many lines to select from, both in COLONIAL and IMITATION CUT PATTERNS.

There are exceptional bargains in BERRY BOWLS for the 5 and 10c trade, also a lot of new NOVELTY ITEMS that are good sellers and profit makers. You will do well to have a look in Room No. 692 before placing your orders for 1916.

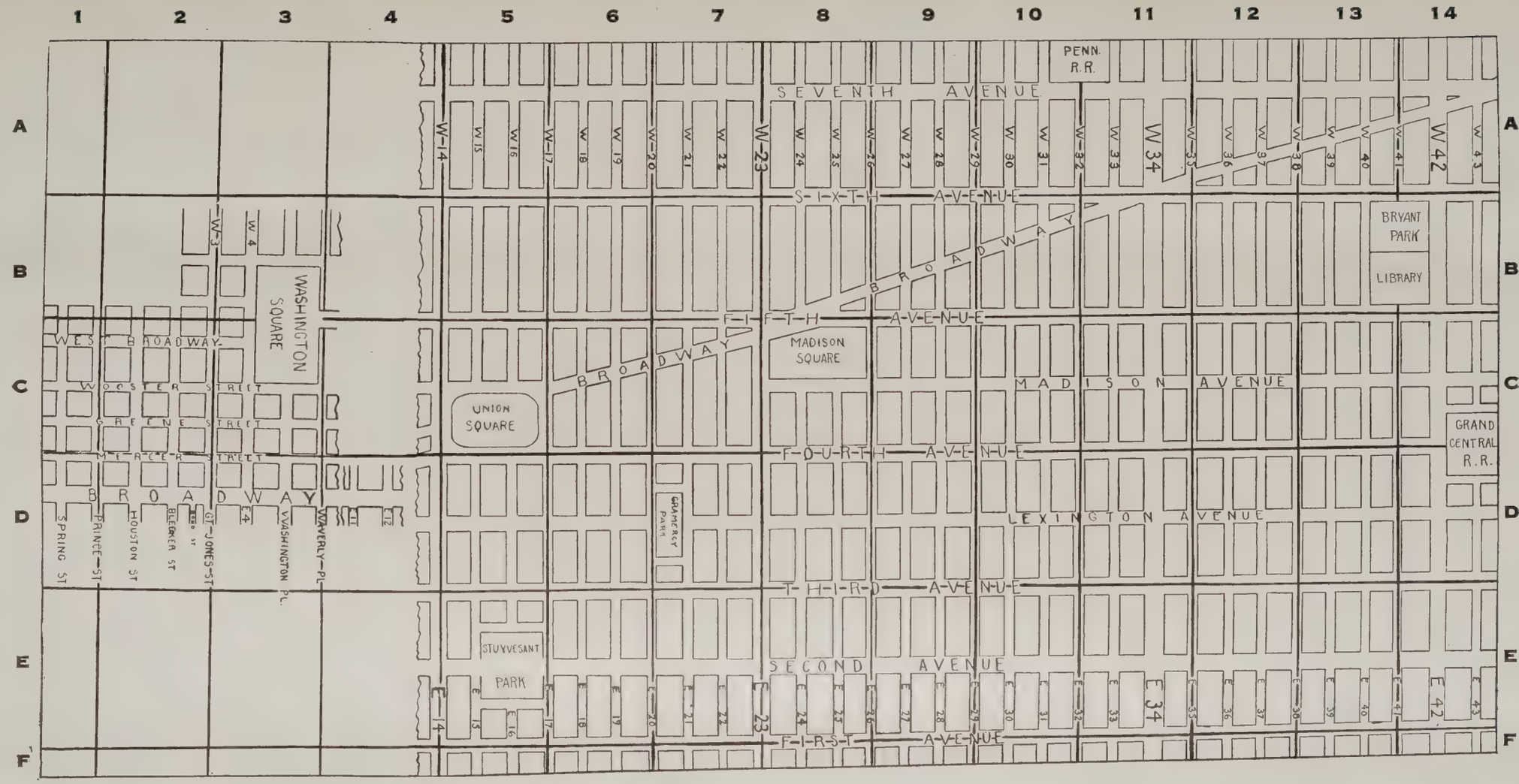
John B. Higbee Glass Co

BRIDGEVILLE, PA.

Sam'l Irvine, Receiver. Ira M. Clarke, Sales Manager.

POT GLASS ONLY

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CUSTOMS MATTERS.

[In this column the CROCKERY AND GLASS JOURNAL inaugurates a new service. The Treasury Department at Washington has directed a weekly publication of customs protests on duties, as soon as the issues are made, but before trial, so that the domestic side of the case will be fully presented to the customs courts. Importers will thus learn what others are doing toward reducing the rates assessed, and their knowledge of the case may be of assistance in bringing it to a successful conclusion.

This column will be conducted by Jules Chopak, Jr., 29 Broadway, New York, a lawyer especially trained in customs matters. He will contribute exclusively to this paper as the new issues become known.

Any inquiries regarding this department, or of customs matters, will be answered by Mr. Chopak.]

Bottles, of glass mounted with bronze, gold-plated, gold-plated bronze chief value. Assessed 50%, par. 167, as manufactures of metal plated with gold, Claim: 20%, par. 167, as manufactures of metal not plated.

The assessment here is under a classification in the tariff for articles plated with gold, which is both a question of fact and of law. If the coating or plating material is composed in any part of gold, without regard to how applied, the articles are then "gold plated," for the U. S. Customs Court so decided Feb. 12, 1915. The fact question is thus disposed of. The legal question which the importers must meet also, to be successful, is which of the following classifications more especially apply to the articles (assuming that there is some gold, however small): "articles composed in part of gold" at 50% duty or "articles in chief value of metal, not gold plated" 20% duty. The "chief value" phraseology has been held in times past to be more specific, and, hence, controlling, over the "in part of" phrase. With a few exceptions, this may be stated to be the general rule.

Jardinieres, baking dishes, bowls and other articles of earthenware, decorated, made from washed and mixed clay. Assessed at 40% under par. 179 as articles of earthenware, decorated. Claim: 15%, 20%, or 30% under par. 78 as common yellow, brown, or gray earthenware, or at 35% under par. 79 as plain earthenware.

This class of protests relates only to Japanese earthenware of the Tokenabe, Awaji, Awata, etc., variety. A question of fact is involved, which, when settled, disposes of all other possible questions. It is, if the clay is unwashed or unmixed? By unwashed and unmixed is meant clay as taken from the earth either naturally clear of pebbles, etc., or with them present in the imported articles. The government strongly contests the importers' claim, contending that not only is the clay actually washed or mixed, but that it is quite impossible for importers to show, even in similar shipments from the same manufacturer, that the clay was not washed or mixed. The government contends that each lot manufactured must bring its own proof. The 15% rate (for plain) and 30% rate (for decorated) will be applicable if the articles are found to be "common yellow, brown or gray earthenware made of natural unwashed and unmixed clay." The 30% claim is as "Rockingham" earthenware, and the 35% claim is as plain earthenware. Neither of these is regarded as having been seriously made. The articles cannot be "Rockingham,"

Continued on page 24.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways.
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The ARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE.	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China.	"
The Green and Gold MEDALLION Canton China,	"
The FONTENAY.	L. Bernardaud & Co.
The LAFAYETTE.	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE.	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA.	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG.	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON.	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The NAVARRE, Bleu de Feu, Encrusted Gold,	J. Pouyat
The LORRAINE, White and Gold Encrusted,	" "
The ATHENA	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA,	Austrian China.
The MUNICH	"
The GRENADA	"
The LONATO,	"
The BARONIAL, White and Gold,	Bavarian China.
The METTENBURG,	" "
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	"
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ "Stock Patterns" which cannot be readily matched cause more annoyance than profit.

La Porcelaine Théodore Haviland

Limoges

FRANCE

New shapes and decorations for the Autumn Season of 1915 have been received and are now on display in our show rooms.

Applications have been made for patents on our new shapes and popular decorations produced this year.

The trade is advised that they will be fully protected from infringements.

THEODORE HAVILAND & CO

SUITE 316

FIFTH AVENUE BUILDING, NEW YORK.

Continued from page 22.

and are colored in some form, which for present tariff purposes is equal to a "decoration."

Figures composed wholly of bisque, decorated, in the forms of children, attached to which are mandolins, parasols, books, or like articles. They are used wholly as ornaments and are not known as dolls nor used as such. Assessed 55%, par. 80, as articles of decorated bisque. Claim: 35%, par. 342, as dolls and other toys.

These bisque figures are assessed with duty under a classification taking in bisque "ornaments, toys, statuettes, etc. The claim as toys cannot be upheld, since the toy par. excludes toys composed of bisque. The only remaining claim is as "dolls" in the toy par., to which the exclusion of such composed of bisque would also apply by a proper legal construction given to the language of the law. It may be, however, that, by a juggling of punctuation marks, "dolls" takes in those made of every material. In that event it is proper to show that "toys" has been many times defined in tariff litigation to be limited to articles used exclusively to amuse children, having no utility value. This definition would be appropriate for "dolls" and children or girls. The articles in question do not seem to be of such a nature, but rather ornaments, as assessed.

Small bull's-eye lanterns composed in chief value of metal, specially designed for the amusement of children in play. Assessed at 35% par. 342, as toys. Claim: 20%, par. 167, as a manufacture of metal.

As what are "toys" for tariff purposes has been long since settled to be articles designed only for the amusement of children, having no utility value, unless incidental to play, and not being serviceable for "grown-ups," it will be incumbent upon the importers to show that these lanterns are outside of the limitation made before the lower classification as manufactures of metal can be upheld.

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

KOSCHERAK BROS.,

China and Glassware. Kaiserin Maria Theresa Dinnerware,

29-31 PARK PLACE.

'Phone, Barclay 6639.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,

No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.

25 WEST BROADWAY.

C. DORFLINGER & SONS,

Fine Table Glassware,

36 MURRAY ST.

The HONESDALE DECORATING CO.,

HONESDALE, PENN.,

Selling Agents,

C. DORFLINGER & SONS, 36 Murray St.

The J. D. Bergen Co.,
Consolidated Cut Glass Co., Inc.,
The Bergen Cut Glass Co.,

Manufacturers of Rich Cut Glass, Silver Deposit, Novelties and Plateaux,

NEW YORK SALESROOM:

50 PARK PLACE. 'Phone, Barclay 6967.

Chicago Salesroom, 10 South Wabash Ave.

Factories—Meriden, Conn.; Suffern, N. Y.

HERMAN C. KUPPER,

Ahrenfeldt French China. Schierholz Art Ware

52-54 MURRAY ST.

FOSTORIA GLASS CO.,

Pressed and Blown Glassware,

John Nixon, Representative. 66 WEST BROADWAY.

TARENTUM GLASS CO.,

Tarentum, Pa.,

Pressed tableware and glass specialties.

W. F. ROOD, Representative. 25 WEST BROADWAY.

MADDOCK & MILLER,

Royal Worcester China.

John Maddock & Sons, England.

Allerton's Line Earthenware and China.

Price Bros.' Teapots.

Wileman & Co., China.

54 MURRAY STREET.

THE CAMBRIDGE GLASS CO.,

Manufacturers "Nearcut" tableware, thin blown tumblers and stemware,

CAMBRIDGE, OHIO.

New York Salesroom, 90-92 West Broadway.

L. STRAUS & SONS,

Importers and Manufacturers.

42, 44 and 46 Warren and 116 Chambers Sts., New York.

Cut Glass Factory: Desbrosses, Vestry and Greenwich Sts.

ROBERT SLIMMON & CO.,

English dinnerware, open stock crates; majolica and teapots.

96 CHURCH STREET.

LA PORCELAINE LIMOUSINE

Formerly

M. REDON,

ALFRED G. MOMENT, Agent. 25 WEST BROADWAY.

"THE DINNERWARE HOUSE OF AMERICA."

GEO. F. BASSETT & CO.,

72 and 74 Park Place.
Old Nos. 52 and 54.

H BENEDIKT,

REPRESENTING:
Canonsburg Pottery Co.
Smith-Phillips China Co.
National China Co,
George Bros. Pottery Co.
Elite Glass Works
Desmond Art Novelty Co
Corona Cut Glass Co.

71-73 MURRAY ST.

Oscar O. Friedlaender, Inc.

Illuminating glassware. Cristolleers. Semi-indirect lighting devices.

40 MURRAY ST.

VOGT & DOSE,

Open stock dinnerware patterns. White china for decorating.

65 BARCLAY STREET.

JOHN DAVISON, Inc.,

English China, Earthenware and Glass.

14 BARCLAY STREET.



71-73 MURRAY ST.

United States Glass Co,

Pressed and blown glassware.

71-73 MURRAY STREET.

Wm. R. Noe & Sons,

A large stock of inverted and electric shades for immediate delivery.

53 MURRAY STREET.

OTTO GOETZ,

Importer of crockery, china and glassware for immediate delivery,

43 MURRAY STREET.

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rgen, J. D., & Co., 50 Park Place..... C 3
ush-McCoy Pottery Co , 25 Park Place. D 4
rnardaud, L., & Co., 46 Murray St..... C 4
mbridge Glass Co., 92 W. B'way..... B 4
x & Lafferty, 25 Park Place..... D 4
vison, John, 14 Barclay Street..... D 3
rflinger, C., & Sons, 36 Murray St..... C 4
ncan & Miller Glass Co., 92 W. B'way. B 4
kenfeld, B. F. & Co., 50 Murray St..C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Koscherak Bros., 29-31 Park Place..... C 4
Kupper, Herman C., 52 Murray St..... C 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Noe, Wm. R., & Sons, 53 Murray St..... C 4
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Slimmon, Robt., & Co., 96 Church St..... D 3
Straus, L., & Sons, 42-46 Warren St..... C 4
Takito, Ogawa & Co., 25 Park Place..... D 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

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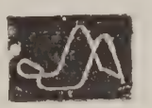
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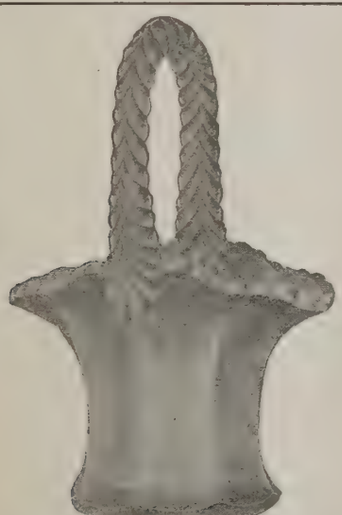
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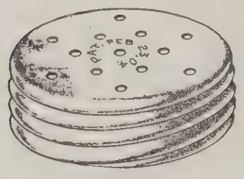
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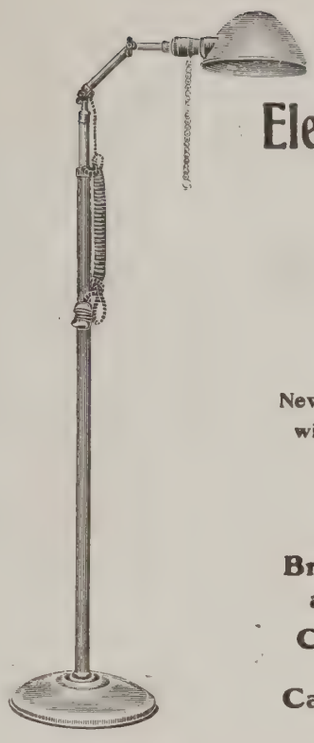
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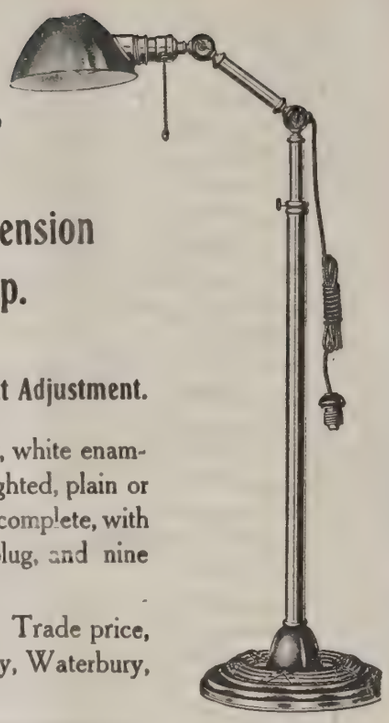
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